

FIG. 1A

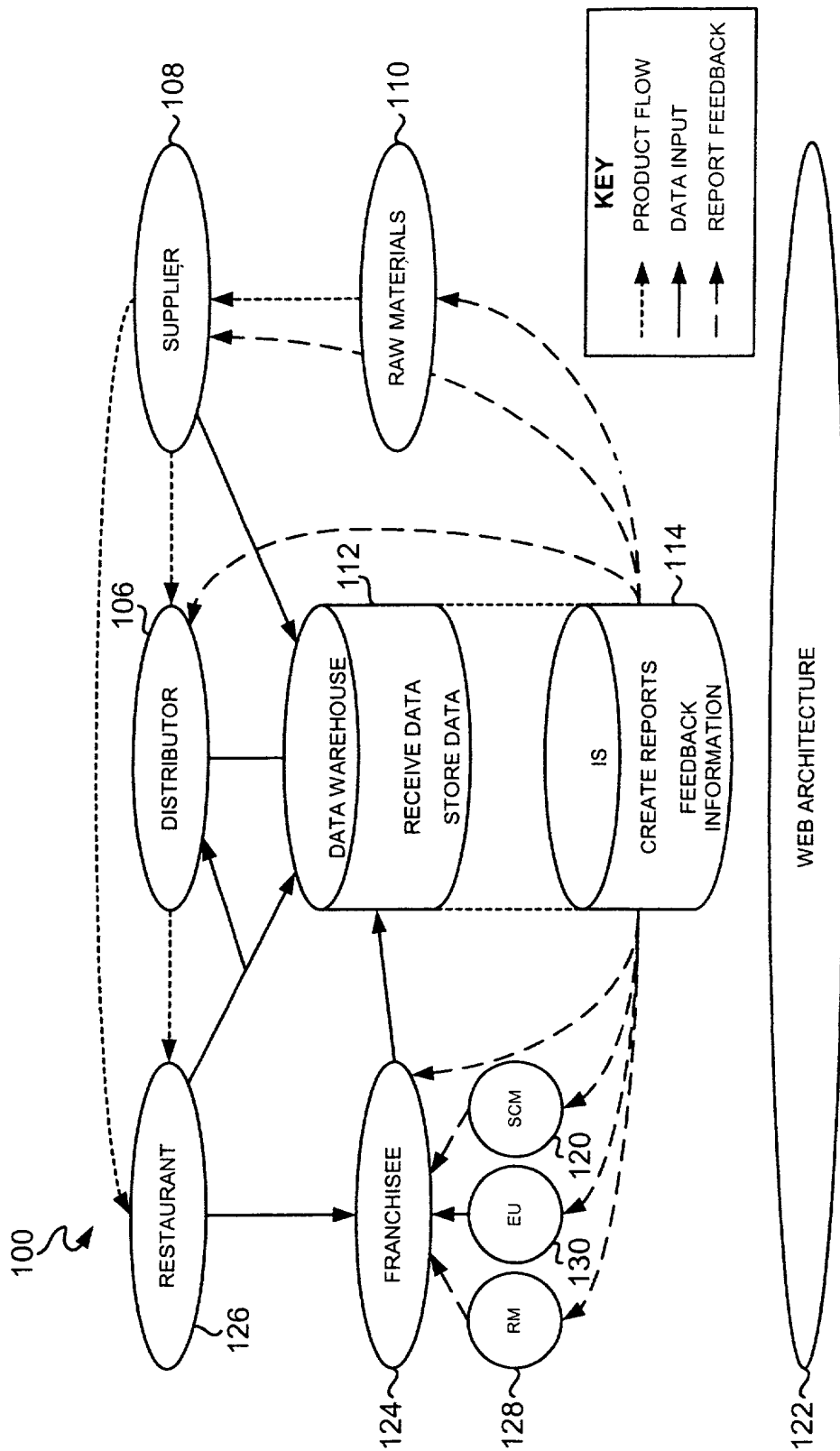


FIG. 1B

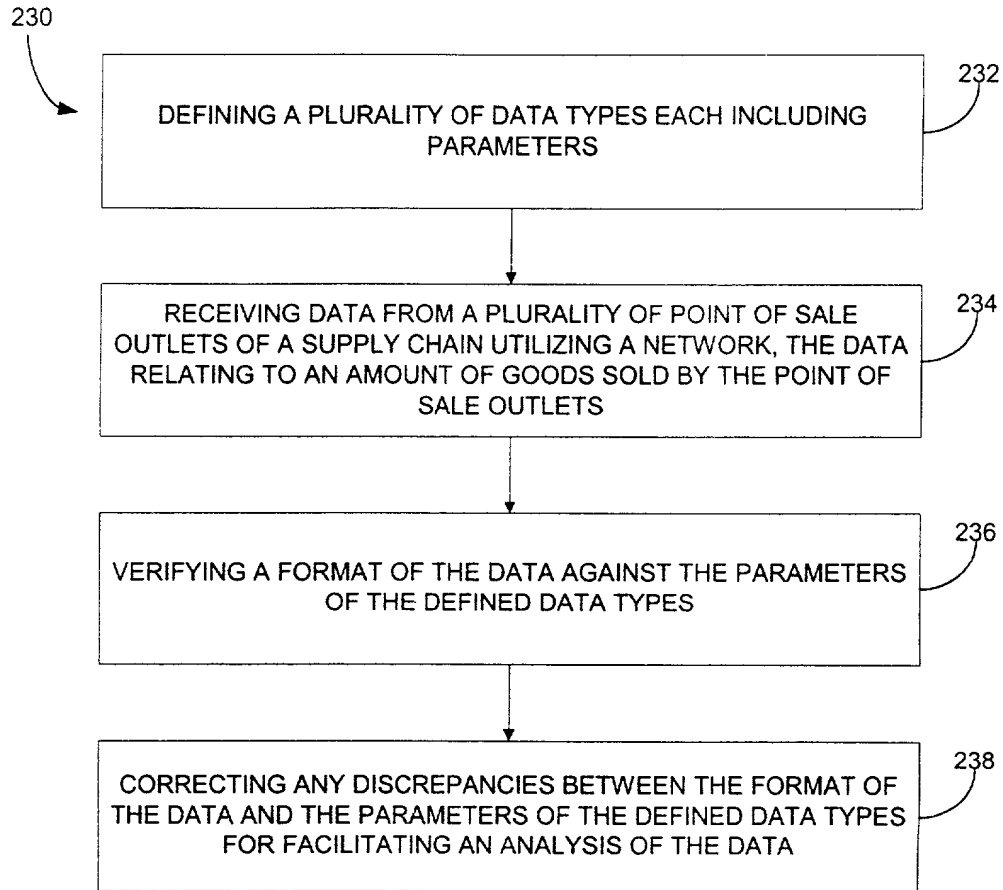


FIG. 2

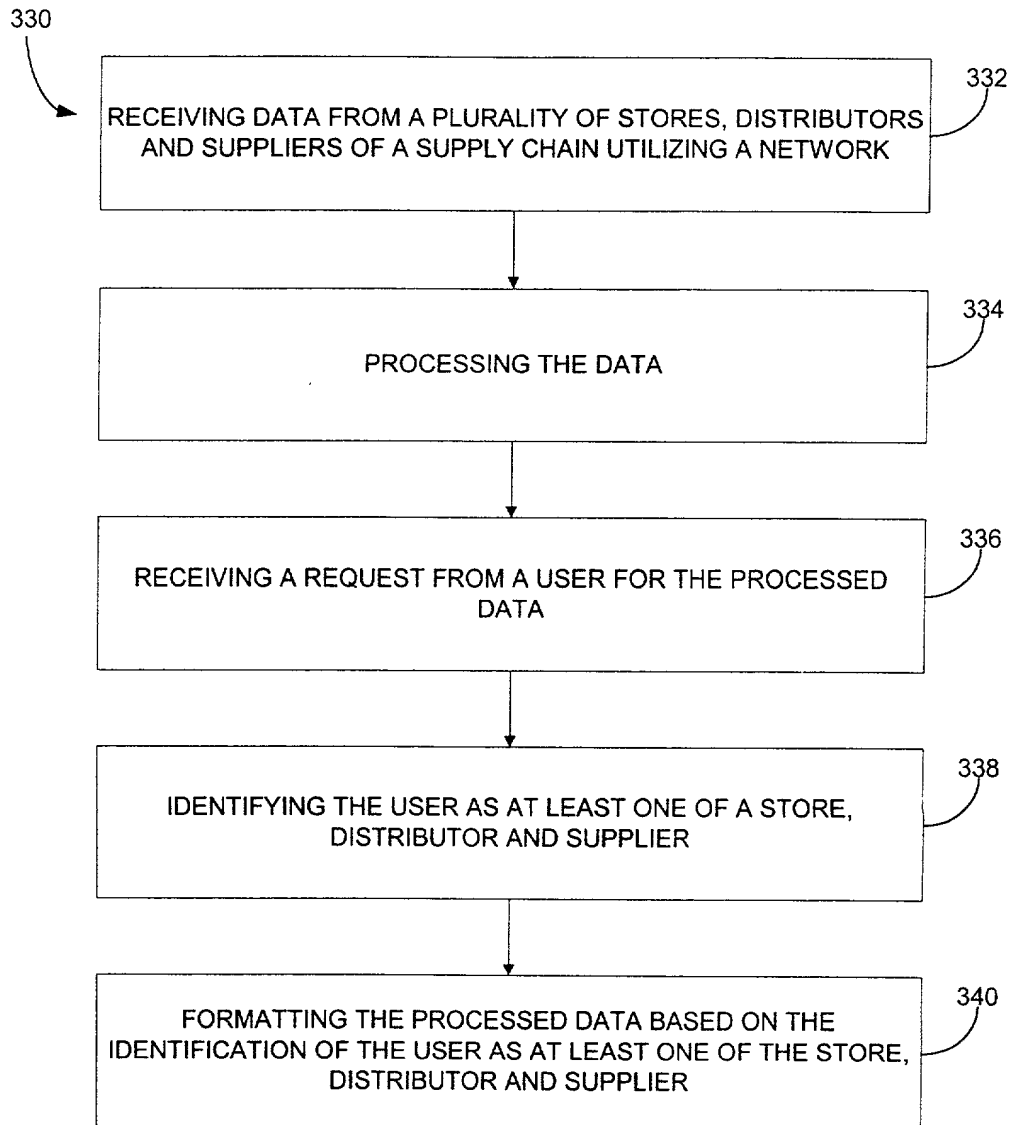


FIG. 3

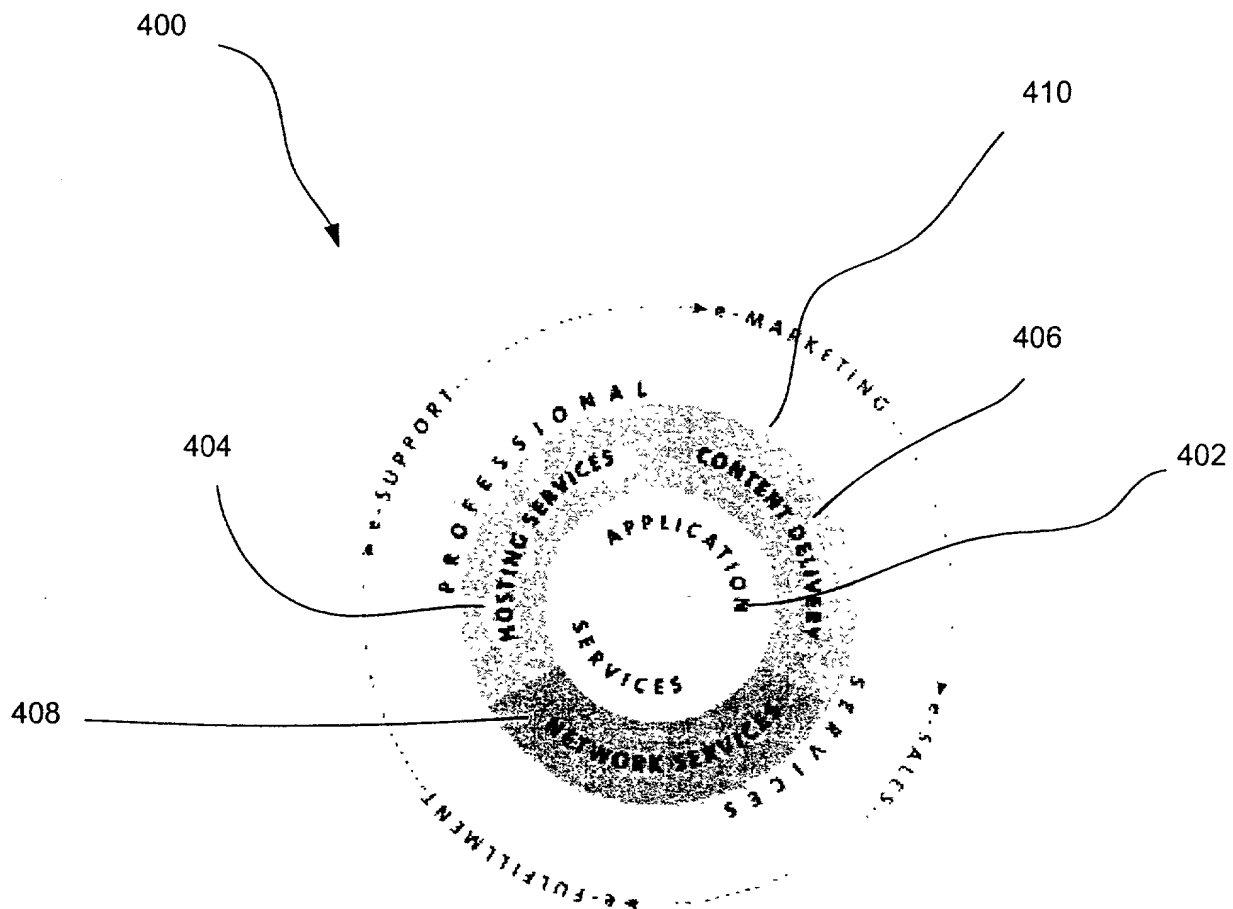


Fig. 4

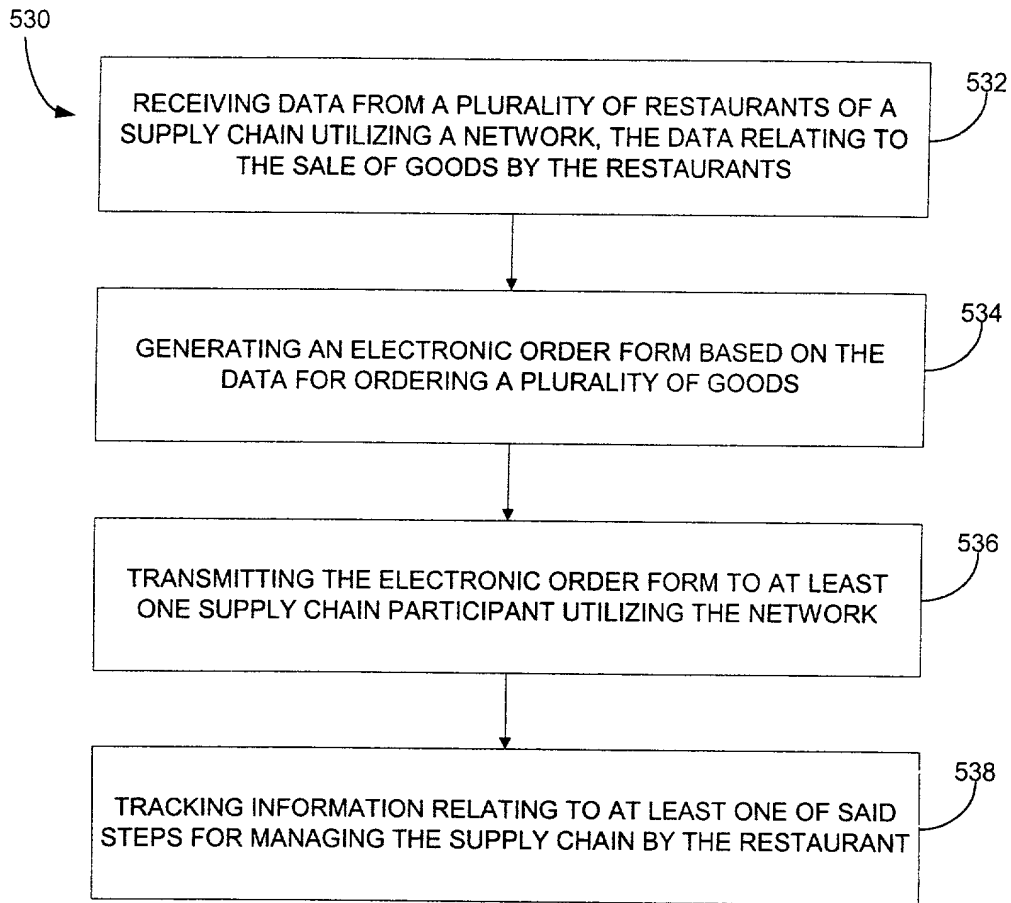


FIG. 5

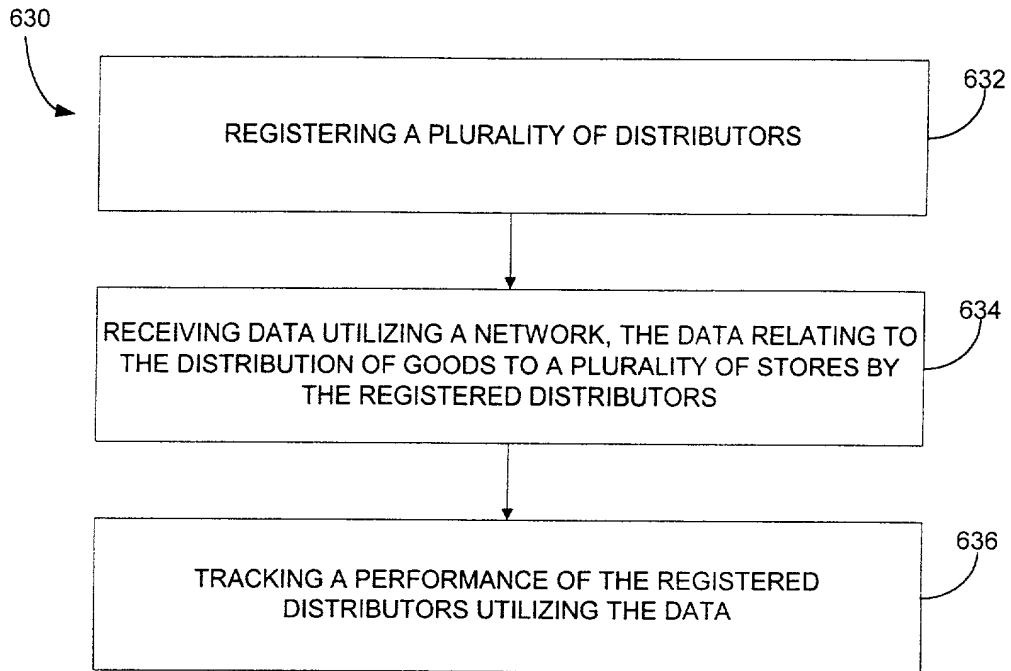


FIG. 6

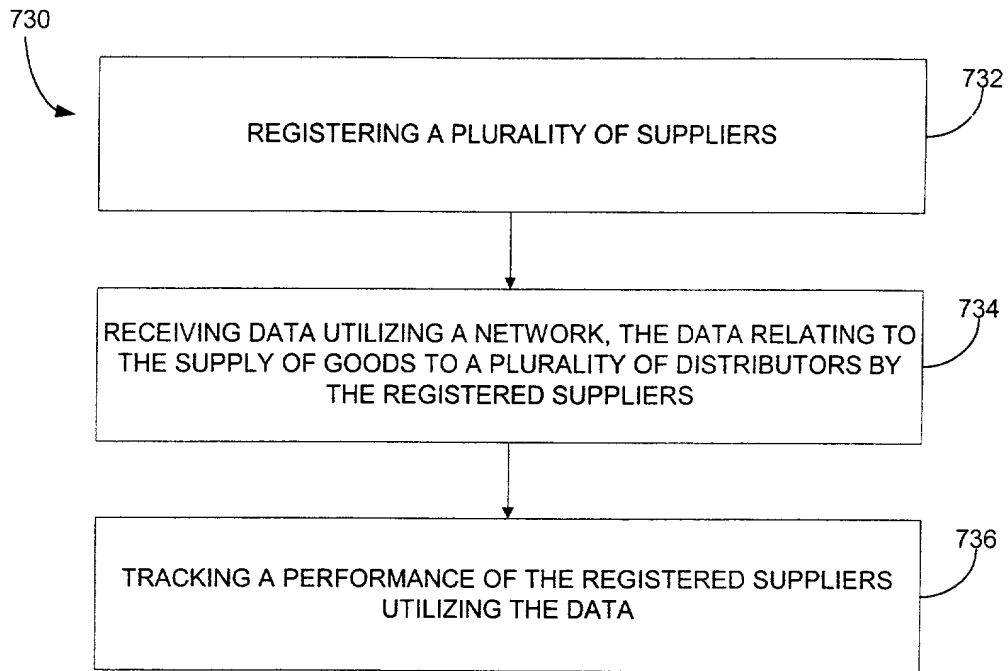


FIG. 7

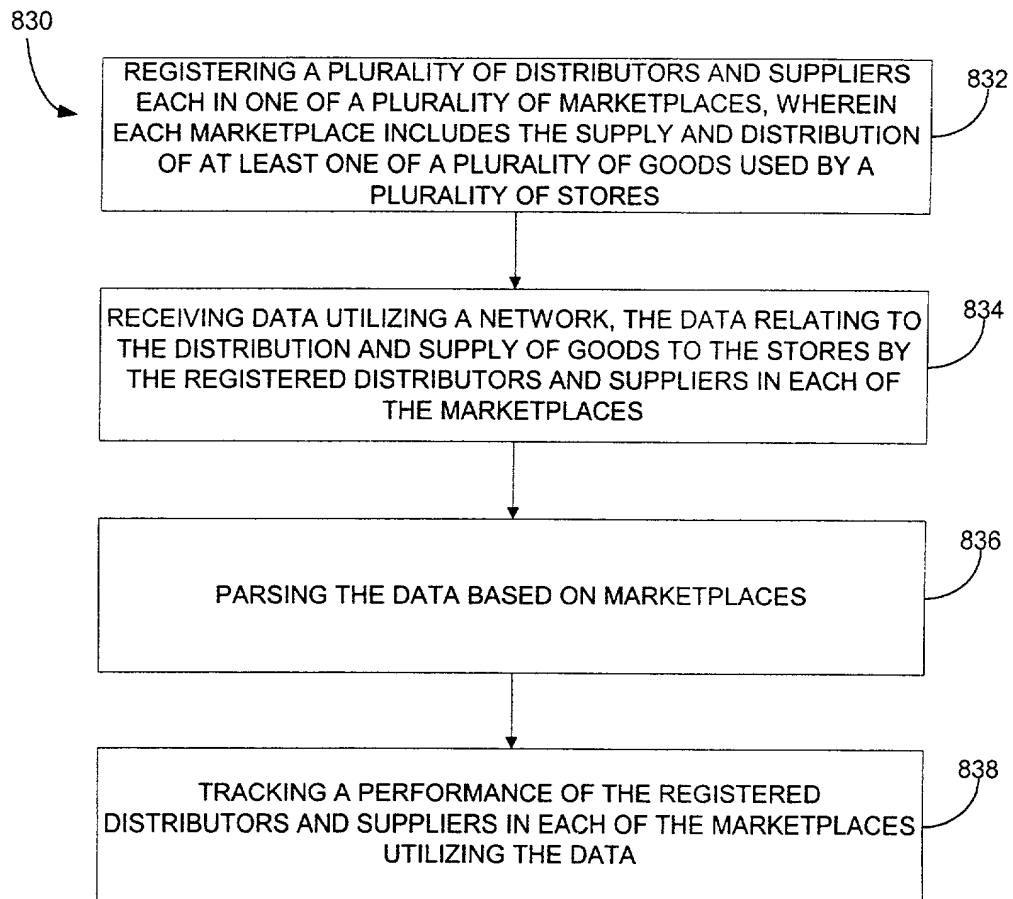


FIG. 8

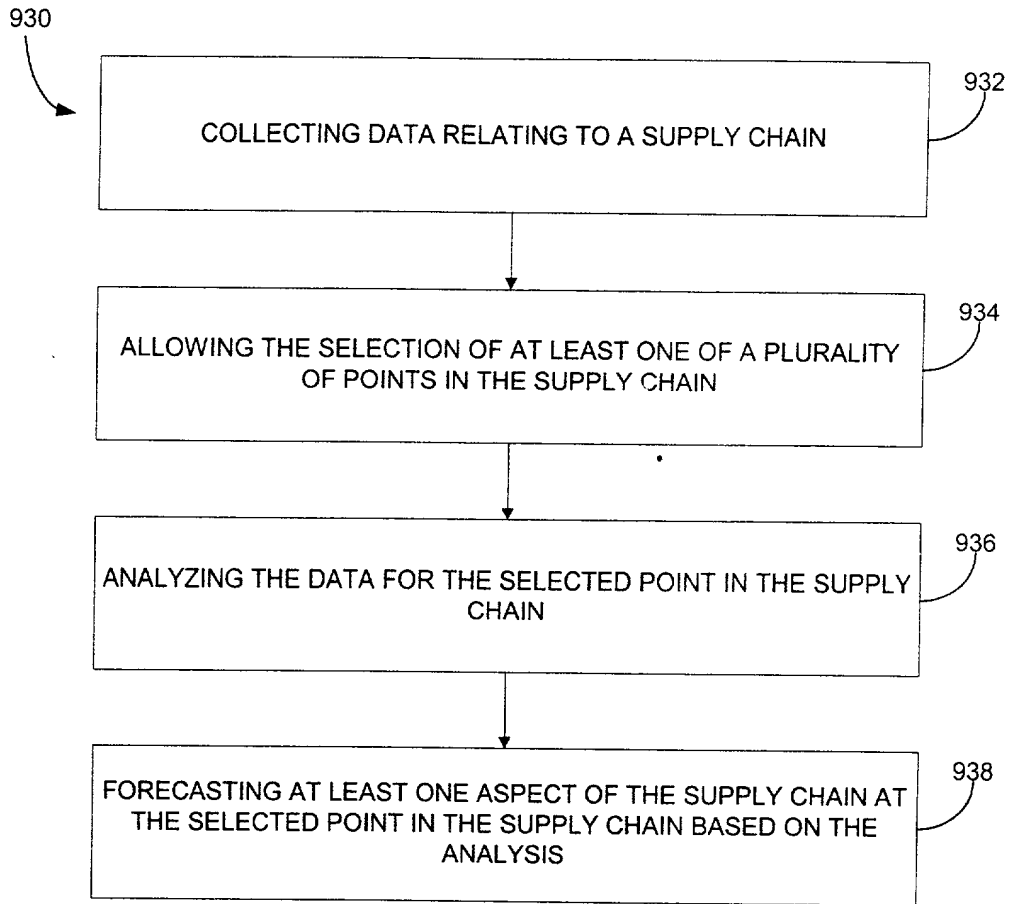


FIG. 9

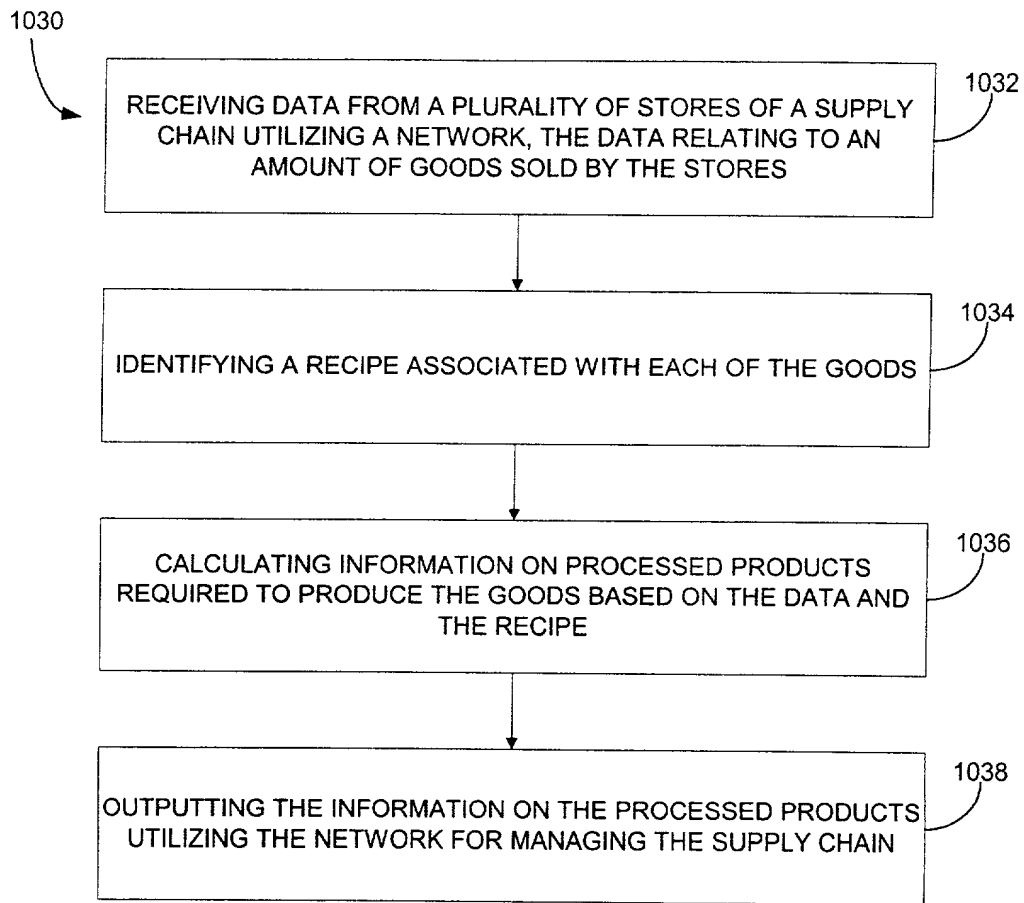


FIG. 10

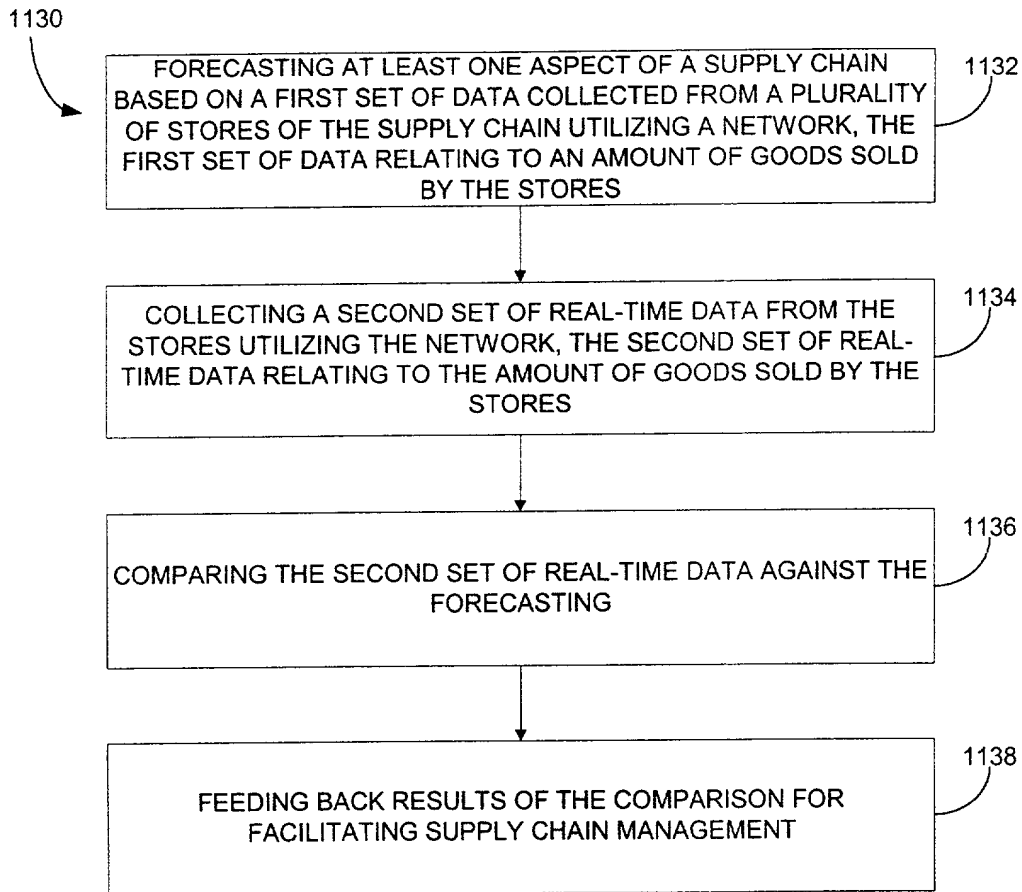


FIG. 11

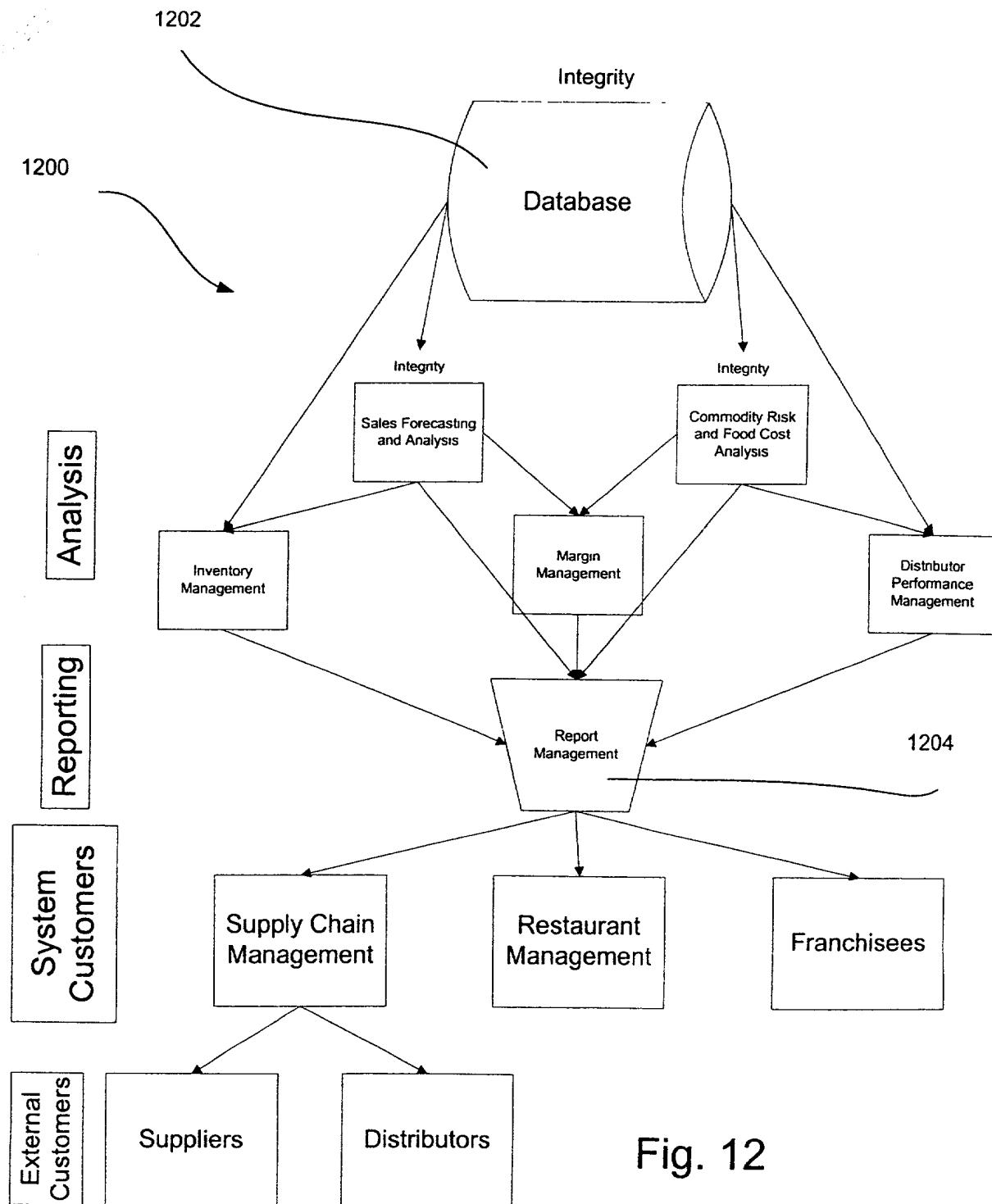


Fig. 12

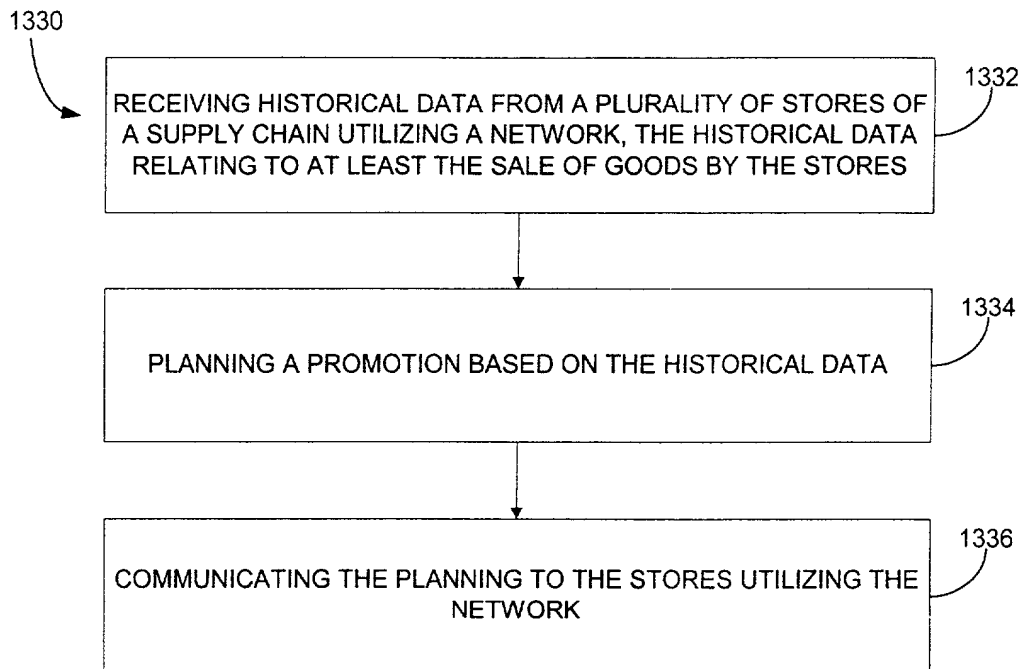


FIG. 13

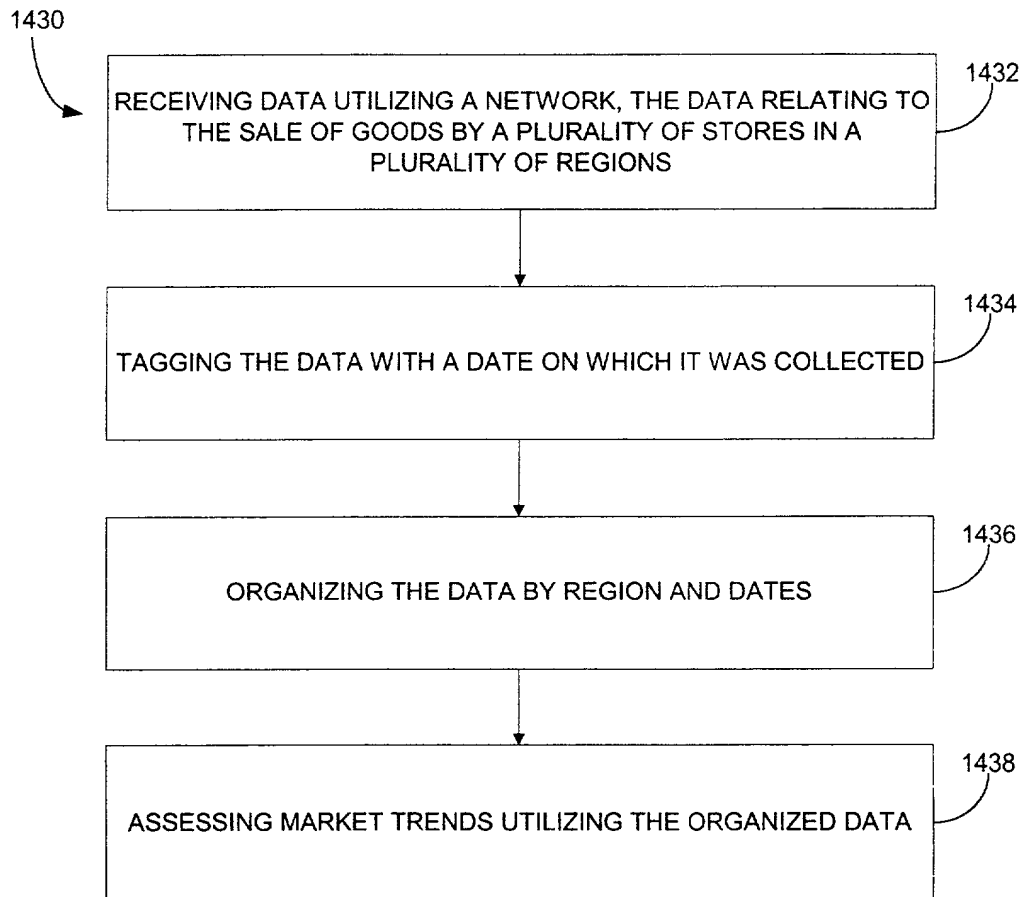


FIG. 14

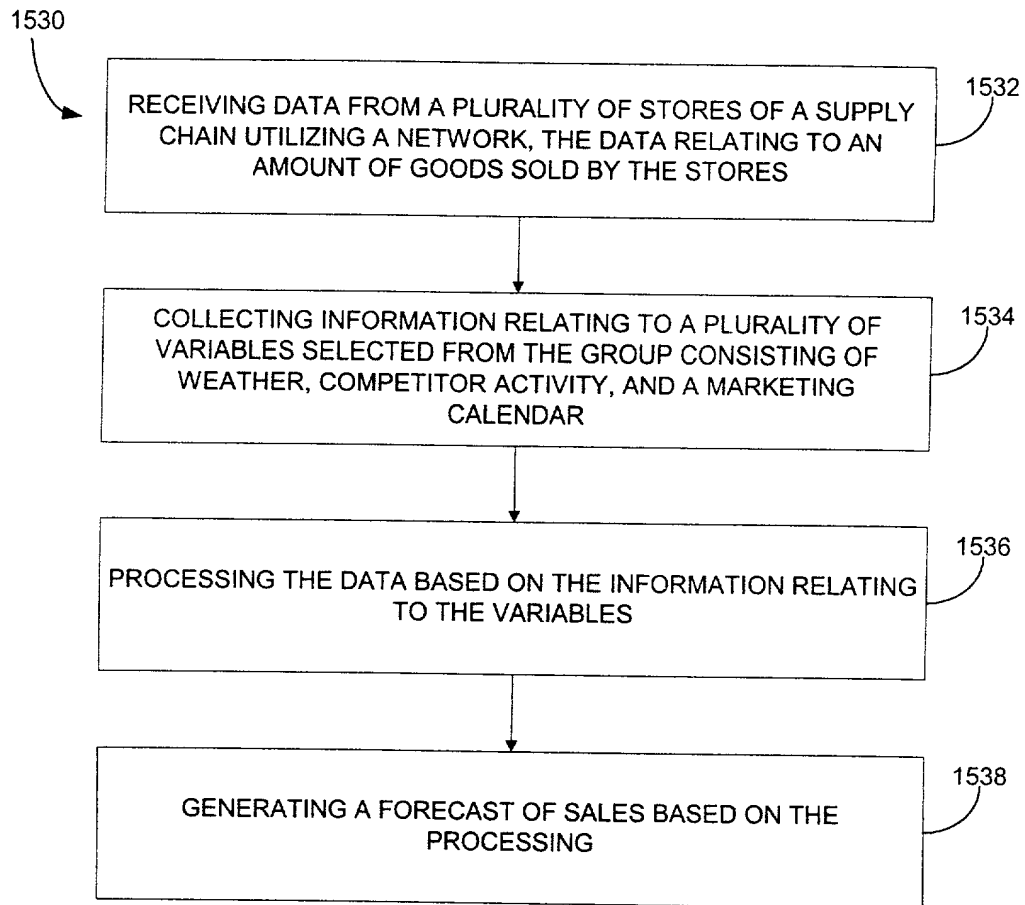


FIG. 15

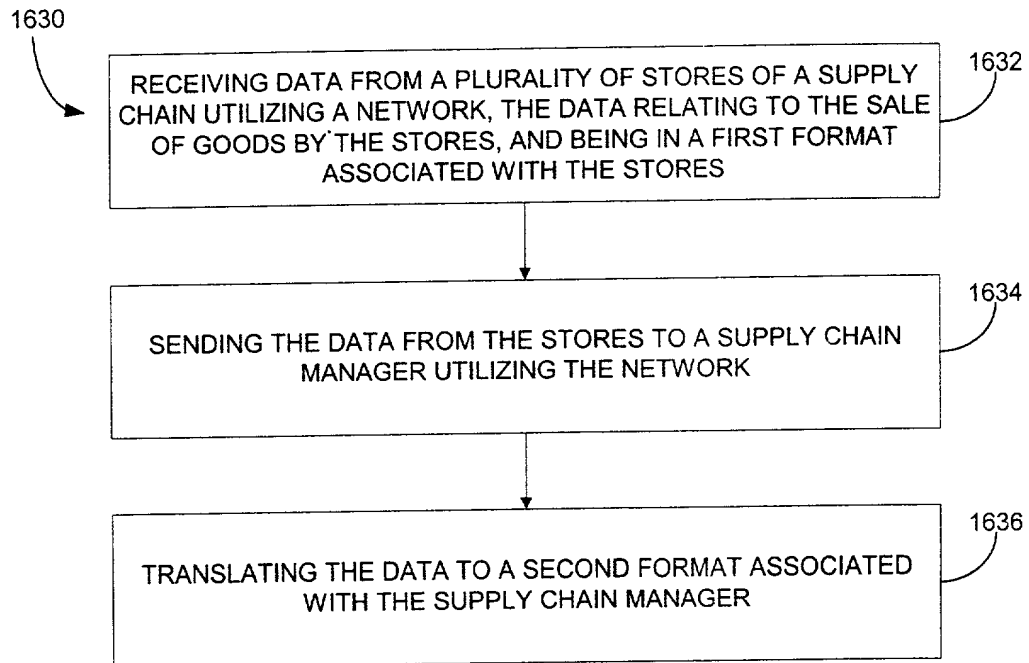


FIG. 16

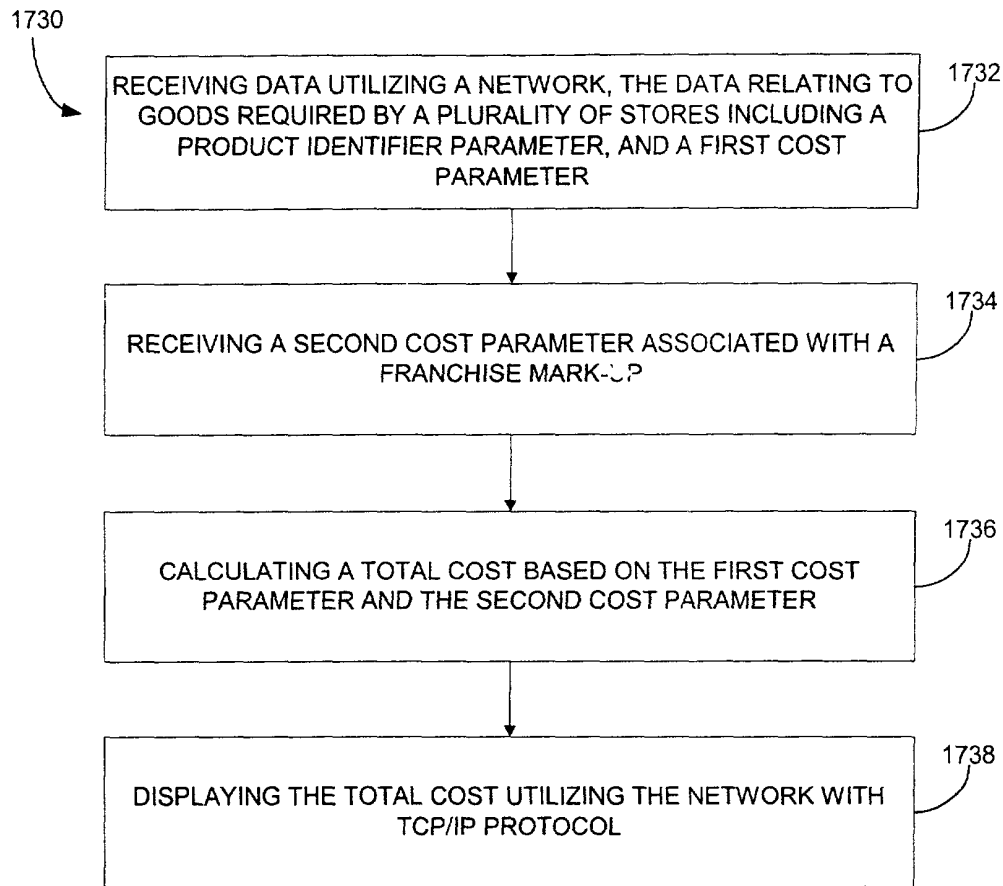


FIG. 17

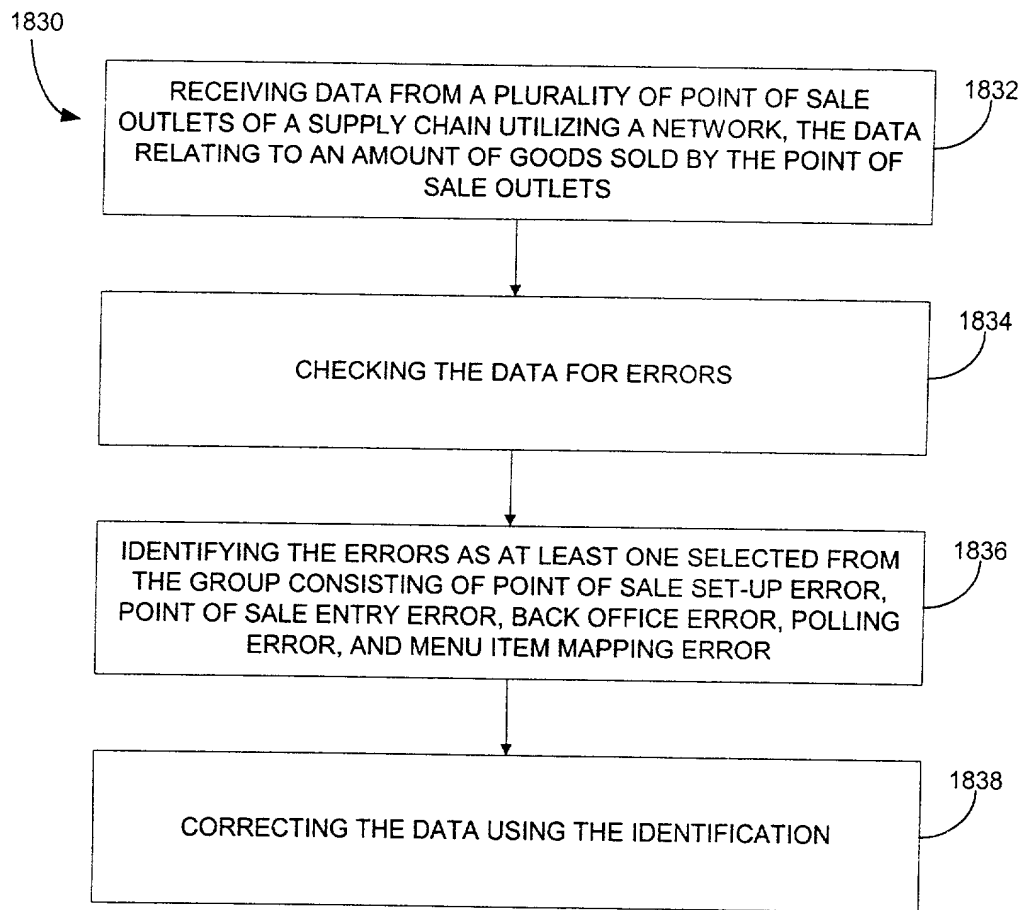


FIG. 18

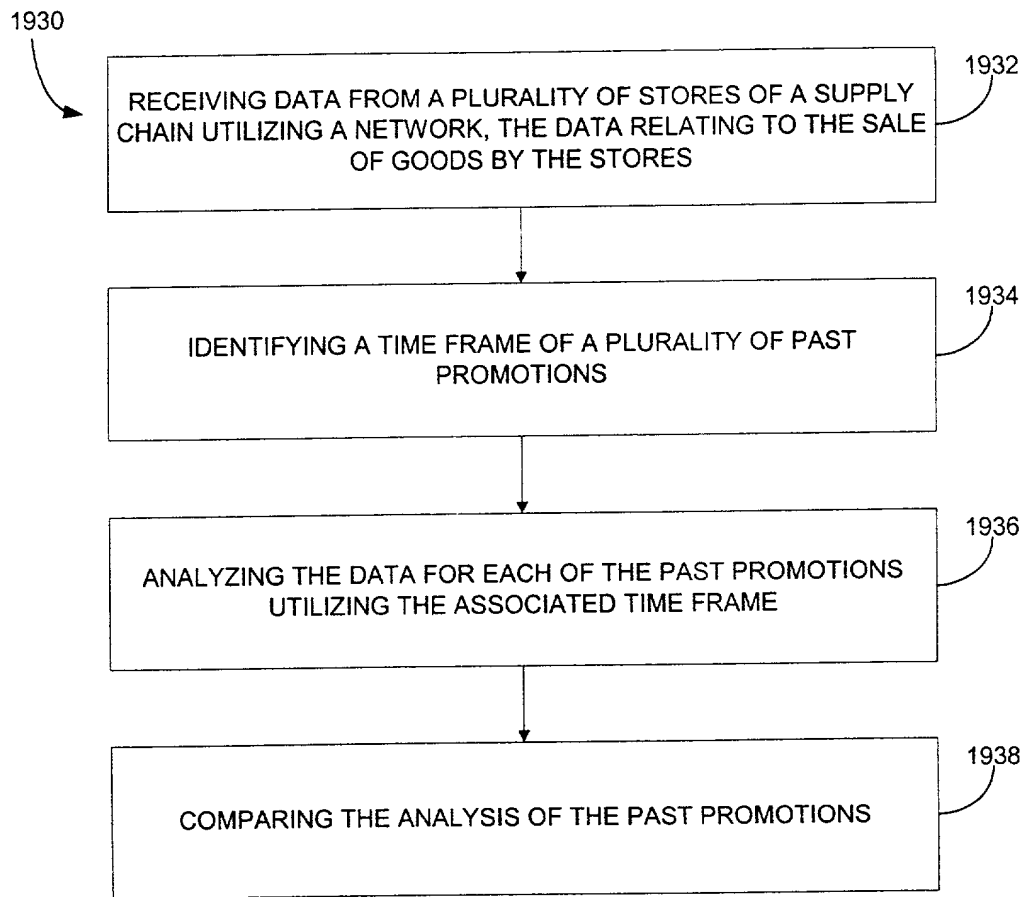


FIG. 19

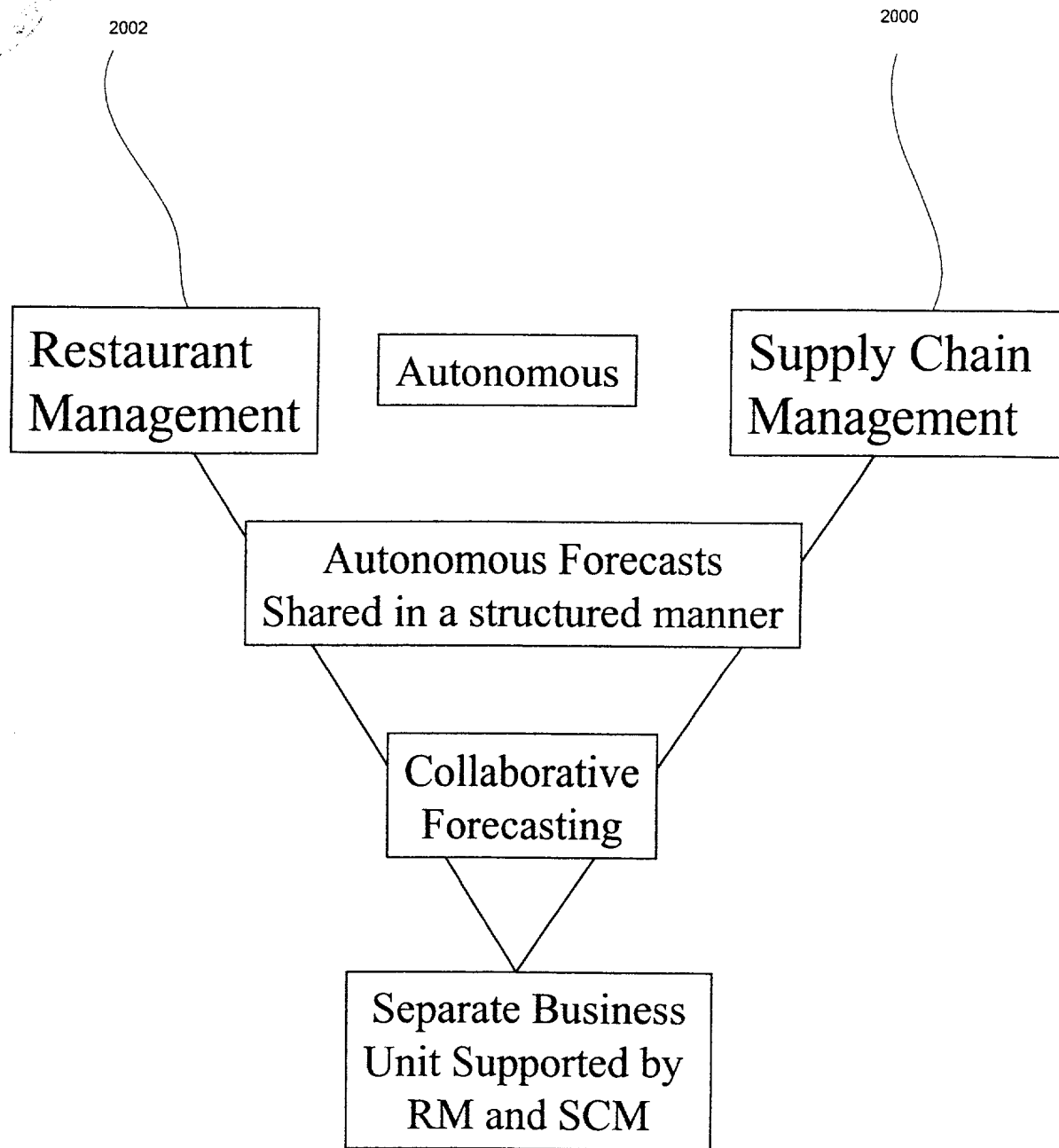
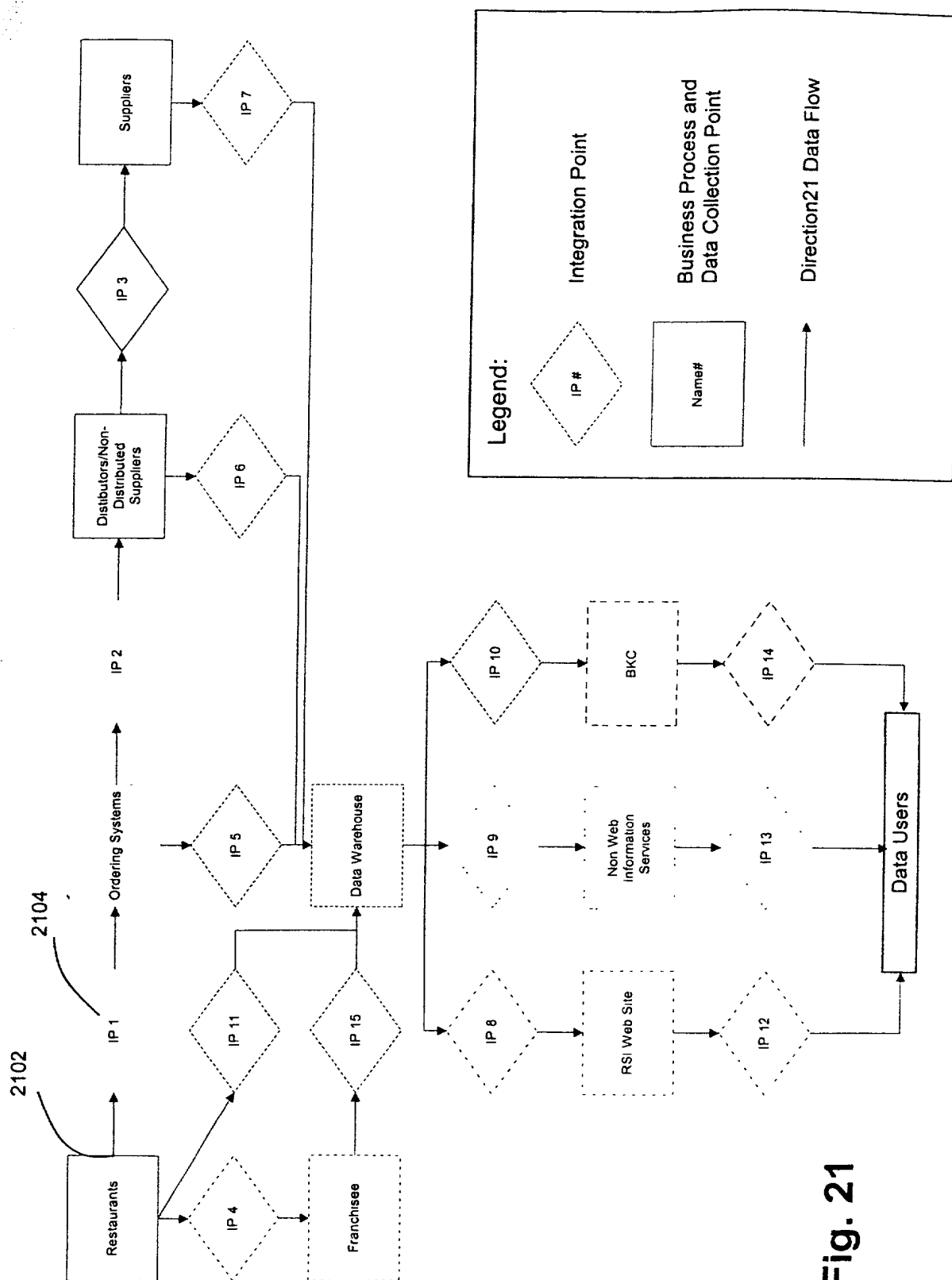


Fig. 20



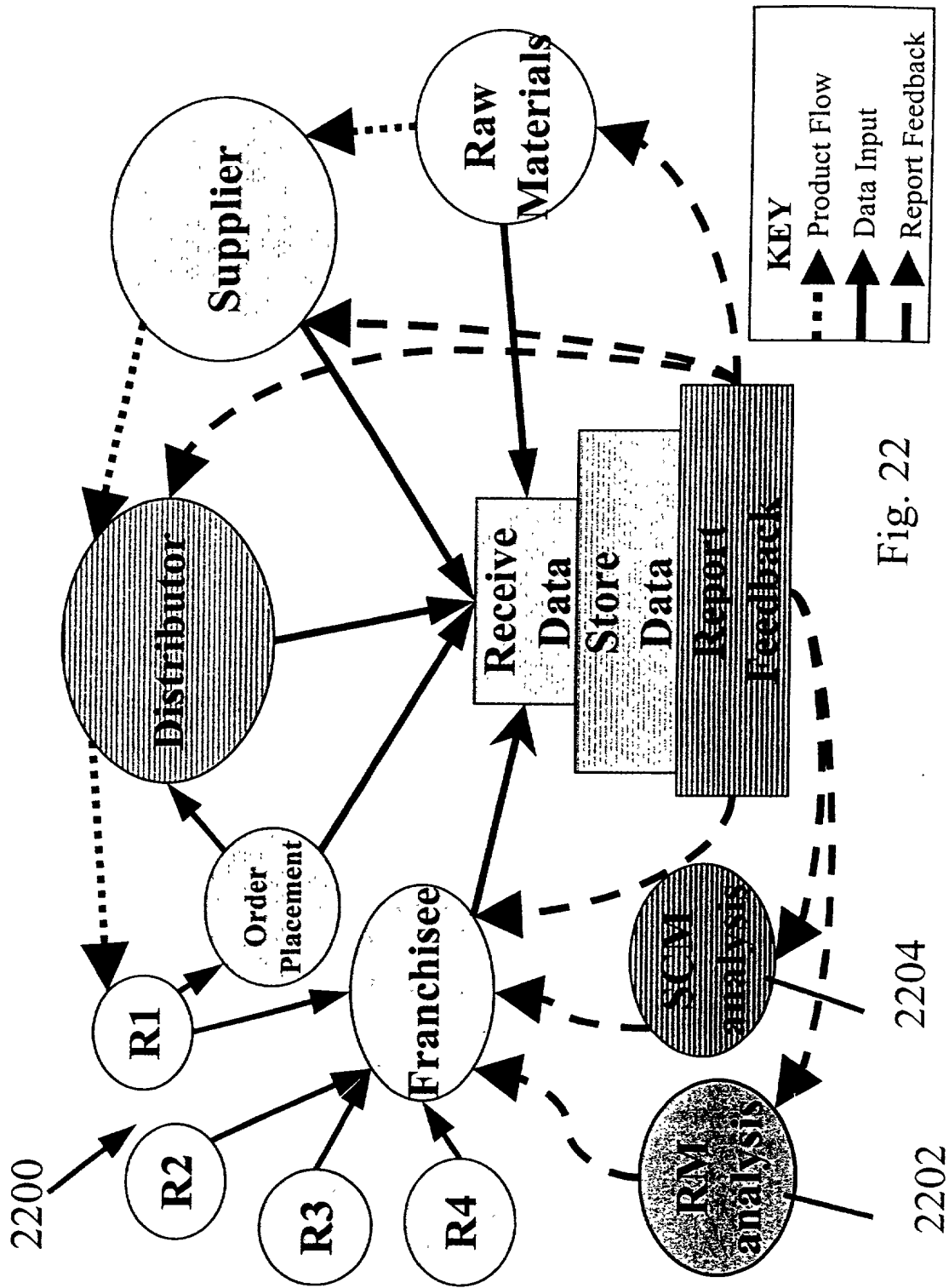


Fig. 22

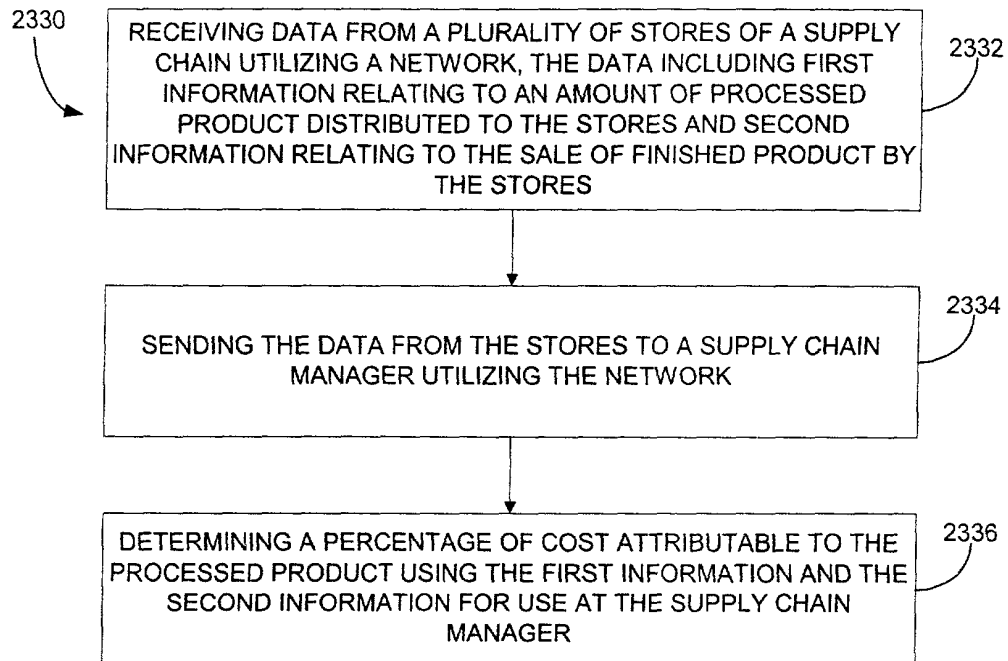


FIG. 23

FIG. 24

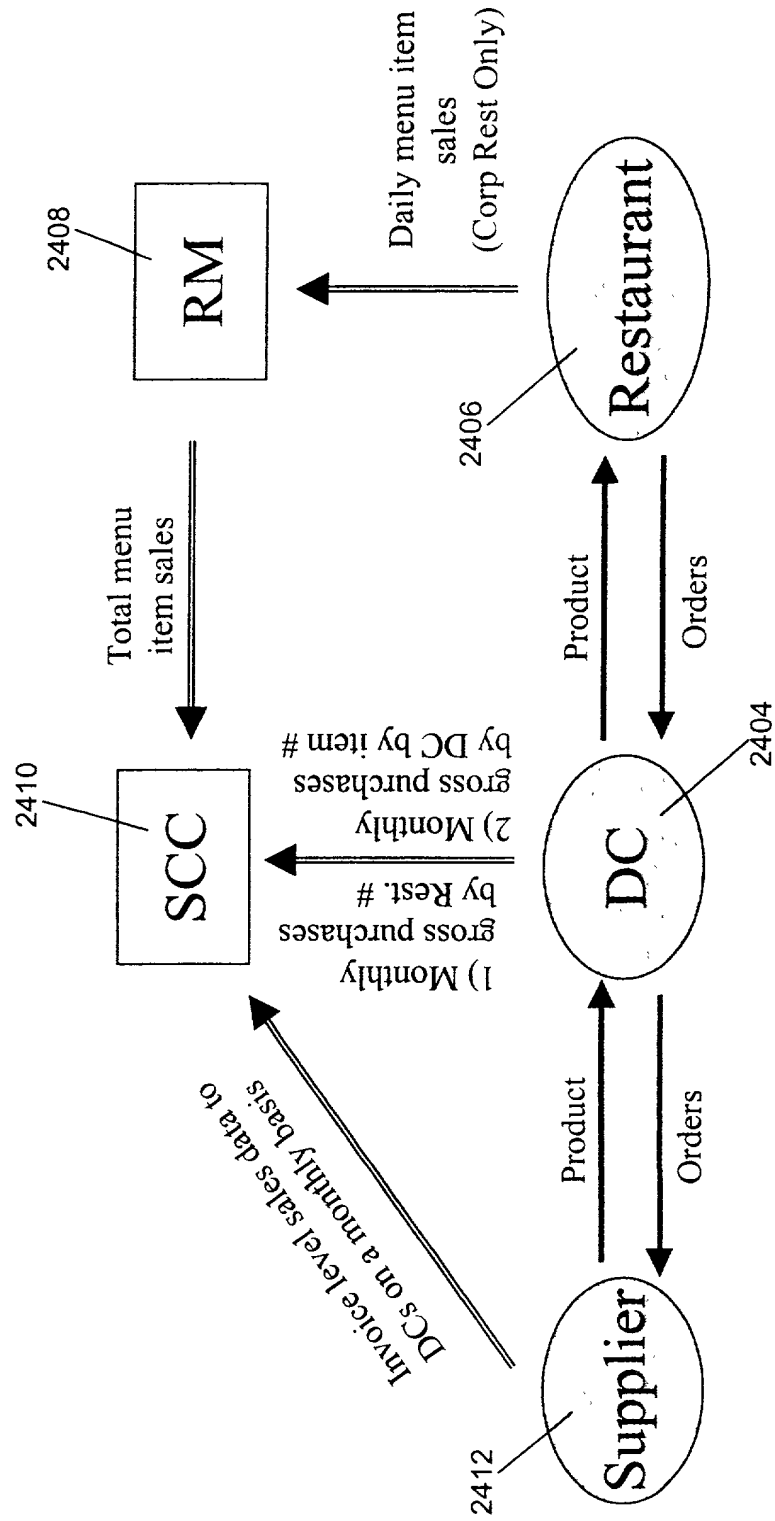
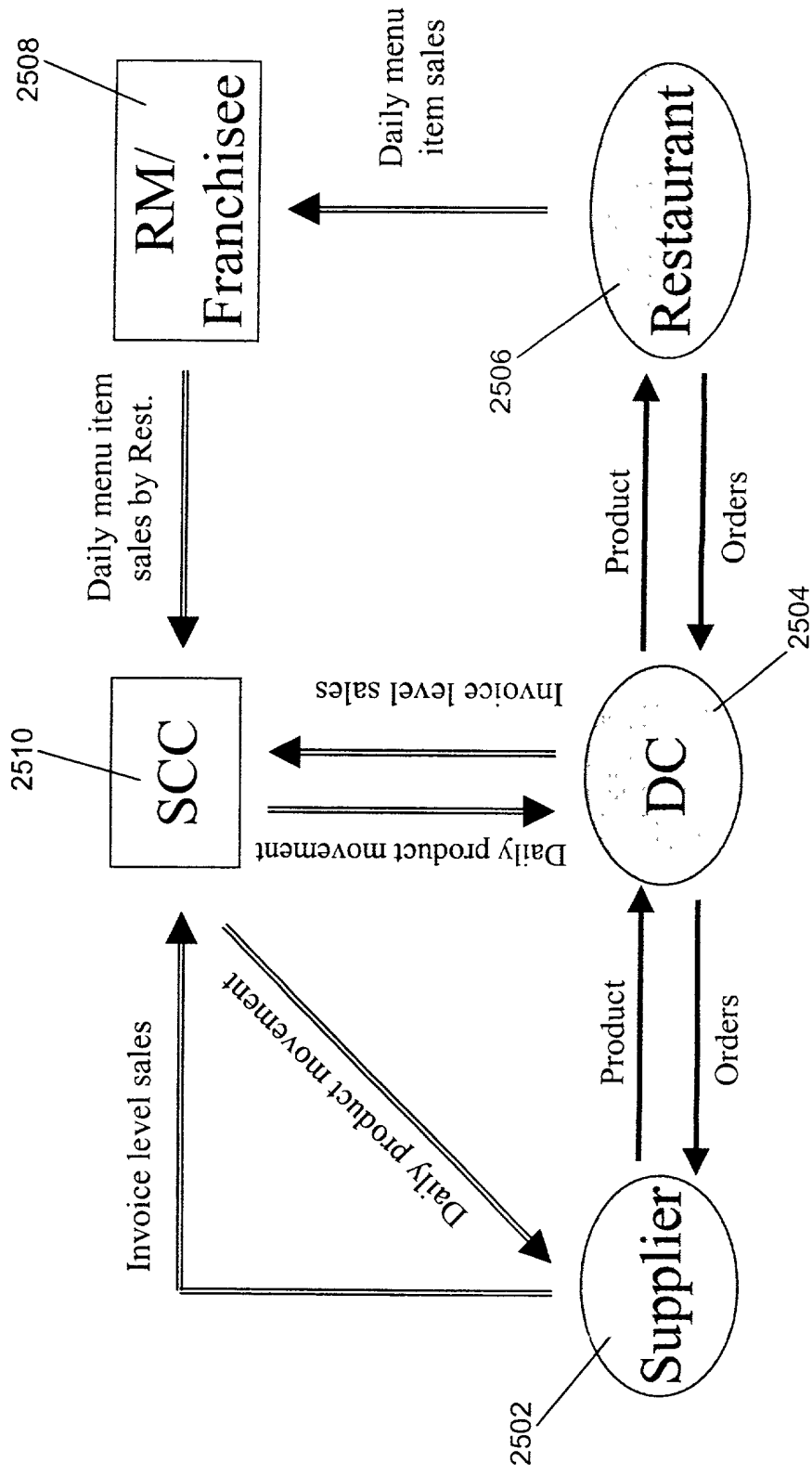


FIG. 25



2600

2602

2604

Sales Forecast Worksheet - System

| Week | Q1 | Q2 | W-6 | W-5 | W-4 | W-3 | W-2 | W-1 | Forecast | | | | | | | Q3 | Q4 |
|--|-------|-------|------|------|------|------|-------|-------|----------|-------|-------|-------|-------|-------|------|-------|----|
| GRP's | | | | | | | | | | | | | | | | | |
| Ntn'l Marketing Theme | | | | | | | | | | | | | | | | | |
| Advertising Score | | | | | | | | | | | | | | | | | |
| Local Considerations | | | | | | | | | | | | | | | | | |
| Competition Index | | | | | | | | | | | | | | | | | |
| Weather Index | | | | | | | | | | | | | | | | | |
| Seasonality Index | | | | | | | | | | | | | | | | | |
| Sales History/Forecast Total (\$/store) | | | | | | | | | | | | | | | | | |
| Key Products by Menu Item (units/day/store) | | | | | | | | | | | | | | | | | |
| WHOPPERS | 437 | 327 | 203 | 207 | 193 | 234 | 297 | 282 | 300 | 344 | 358 | 394 | 413 | 409 | 284 | 327 | |
| WHOPPERS W/CHEESE | 208 | 172 | 143 | 140 | 135 | 155 | 196 | 172 | 163 | 172 | 179 | 196 | 206 | 204 | 143 | 164 | |
| YWVM WHOPPERS | 805 | 723 | 701 | 692 | 623 | 760 | 921 | 829 | 900 | 943 | 829 | 912 | 958 | 948 | 707 | 813 | |
| etc..... | | | | | | | | | | | | | | | | | |
| Key Products by Inventory Item (cases/day/store) | | | | | | | | | | | | | | | | | |
| Beef-Whopper 4.0 oz | 10.1 | 8.5 | 7.3 | 7.2 | 6.6 | 8.0 | 9.8 | 8.9 | 9.5 | 10.1 | 9.5 | 10.4 | 11.0 | 10.8 | 7.9 | 9.1 | |
| Cheese-American Sliced | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 0.3 | 0.2 | 0.2 | |
| Mayo-bulk | 2.8 | 2.4 | 2.0 | 2.0 | 1.9 | 2.2 | 2.8 | 2.5 | 2.7 | 2.8 | 2.7 | 2.9 | 3.1 | 3.0 | 2.2 | 2.5 | |
| Pickles - Pail | 1.8 | 1.5 | 1.3 | 1.3 | 1.2 | 1.4 | 1.7 | 1.6 | 1.7 | 1.8 | 1.7 | 1.8 | 1.9 | 1.9 | 1.4 | 1.6 | |
| Wrap Whopper | 0.4 | 0.3 | 0.3 | 0.3 | 0.2 | 0.3 | 0.4 | 0.3 | 0.3 | 0.4 | 0.3 | 0.4 | 0.4 | 0.4 | 0.3 | 0.3 | |
| Ketchup- Bulk | 1.9 | 1.6 | 1.4 | 1.4 | 1.2 | 1.5 | 1.8 | 1.7 | 1.8 | 1.9 | 1.8 | 2.0 | 2.1 | 2.0 | 1.5 | 1.7 | |
| Bun-Whopper 5" (dozen) | 120.8 | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9 | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 | |
| Lettuce - shredded | 3.4 | 2.9 | 2.5 | 2.4 | 2.2 | 2.7 | 3.3 | 3.0 | 3.2 | 3.4 | 3.2 | 3.5 | 3.7 | 3.7 | 2.7 | 3.1 | |
| Tomatoes | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 | |
| Onions - sliced | 4.5 | 3.8 | 3.3 | 3.2 | 3.0 | 3.6 | 4.4 | 4.0 | 4.3 | 4.6 | 4.3 | 4.7 | 4.9 | 4.9 | 3.5 | 4.1 | |
| etc... | | | | | | | | | | | | | | | | | |

FIG. 27

2700

| Promotional Monitor - System & Regional | | | | | | | | | | | | | |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | History | | | | Week #1 | | | | | | | |
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YWWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YWWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

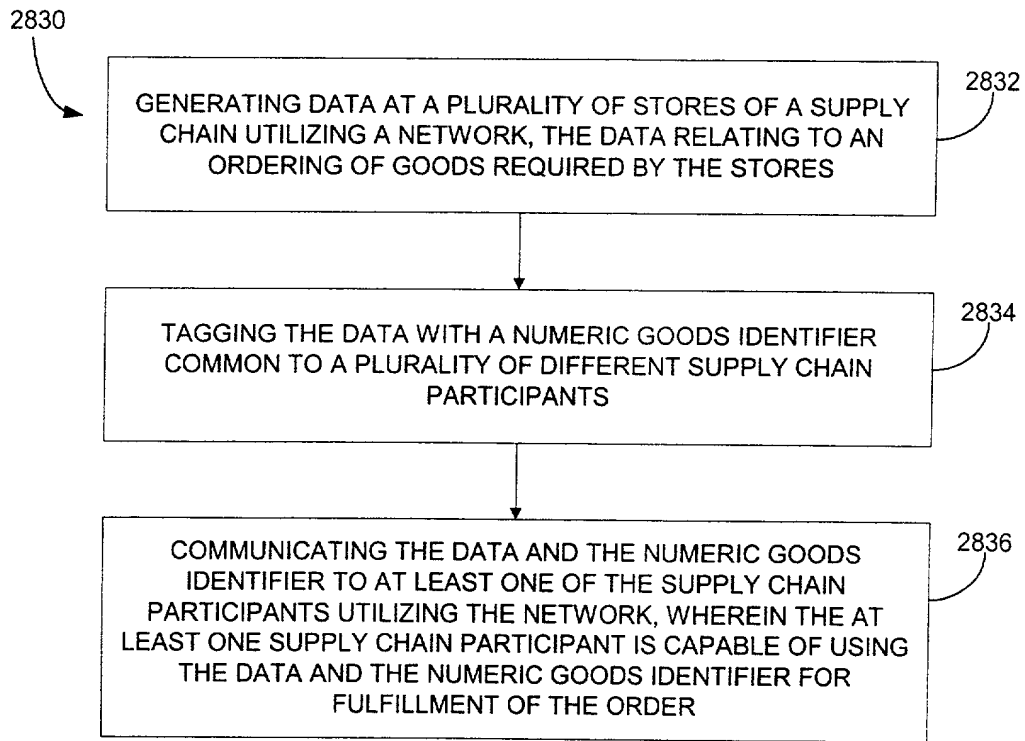


FIG. 28

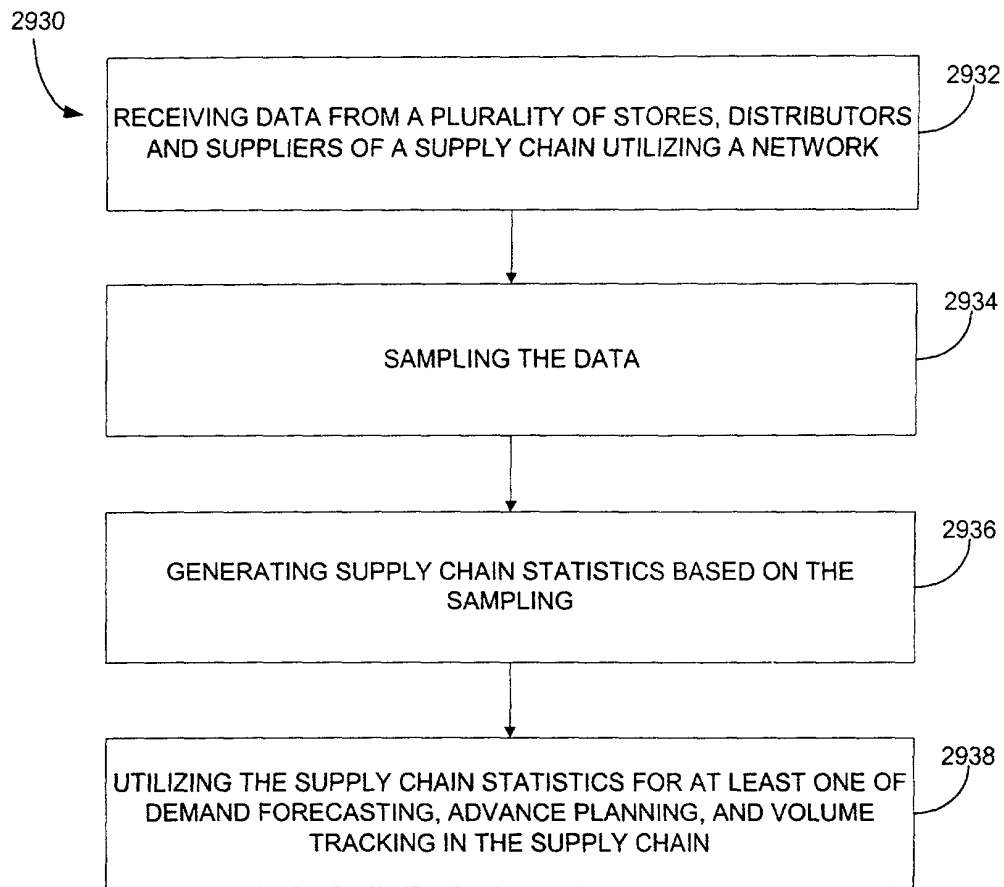


FIG. 29

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

| | | | | | | |
|-------------|------------------------------|-------------|-------------|----------------|-----------------------------|------------------|
| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
| | Cases: 154 Percent: 0.23% | 68 0.10% | 62 0.09% | 284 0.43% | | 568 0.86% |

| | | | | |
|-------------|------------------------------|---------------|-------------|------------------|
| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
| | Cases: 990 Percent: 1.51% | 70 0.11% | | 1060 1.61% |

| | | |
|----------------------------|-------|---------|
| Distribution Center Total: | Cases | Percent |
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

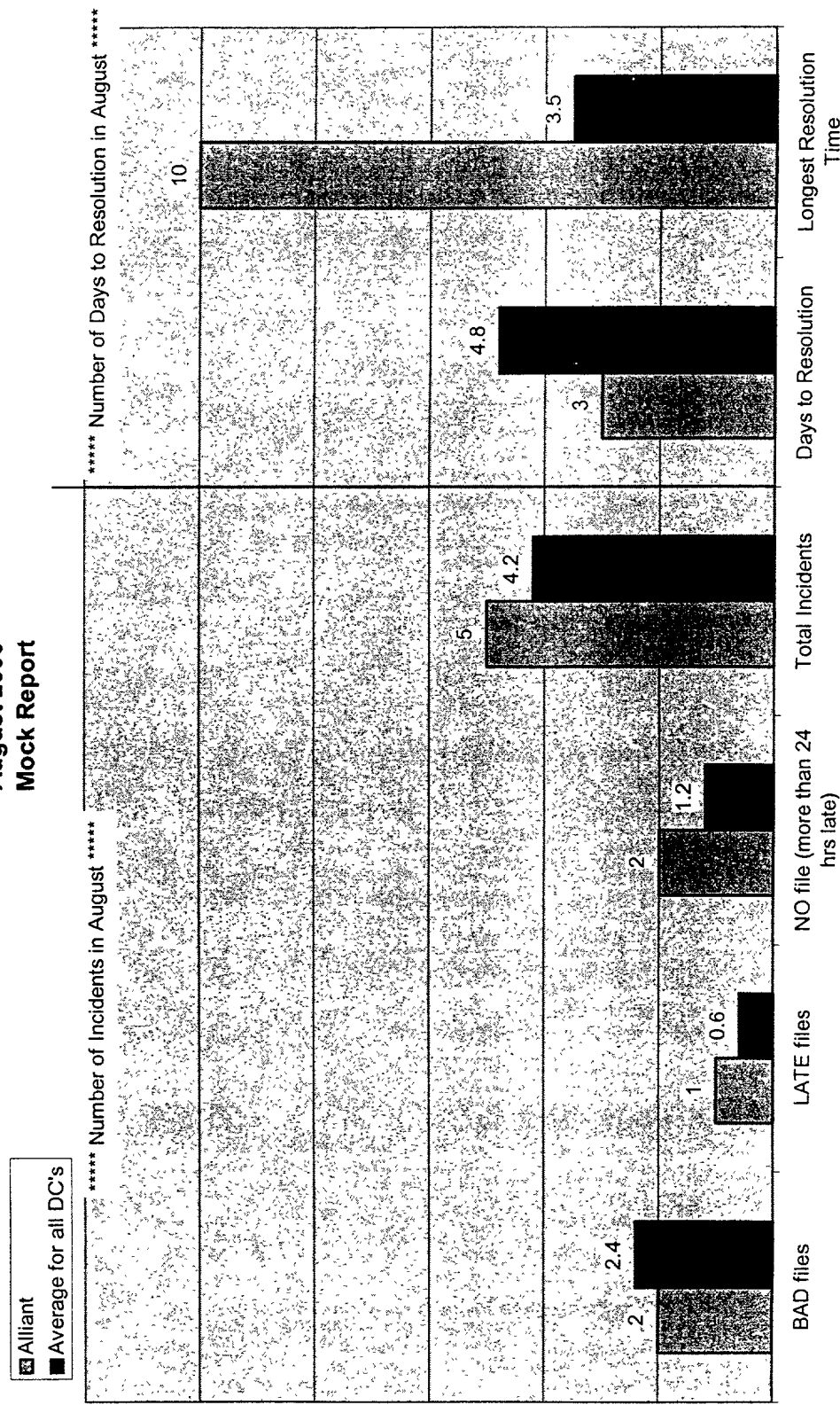


FIG. 31

3200



Service Level Reporting August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | | |
| Alliant-Topeka | | | |
| Alliant Wixom | 99.05% | | |
| King-Atlanta | 99.34% | | 78.70% |
| King-Jacksonville | | | |
| King-Louisville | | | |
| Maines 28, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | | | 79.83% |
| MBM Fullerton | 99.13% | | #DIV/0! |
| MBM Lewisville | | | #DIV/0! |
| MBM Orlando | | | #DIV/0! |
| MBM Rocky Mount | 99.13% | | #DIV/0! |
| McCabe's | | | |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | | | |
| PFD Supply | 99.16% | | |
| PFG Victoria | 99.42% | #DIV/0! | |
| PYA/Monarch | 99.20% | | |
| Reinhart-Cedar Rapids | 99.05% | | |
| Reinhart-Oak Creek | 99.31% | | |
| Reinhart-Rogers | 99.46% | | |
| Restaurants NW | 99.03% | 99.07% | 80.47% |
| Shamrock Commerce City | | | |
| Shamrock Phoenix | 98.81% | 99.85% | 85.13% |
| Sygma Harrisburg | | | |
| Sygma Stockton | | | |
| Sysco | | | |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 98.50% | 90.00% | 80.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |
| Didn't meet BK Min |

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

| |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25% |

Invoice Accuracy:

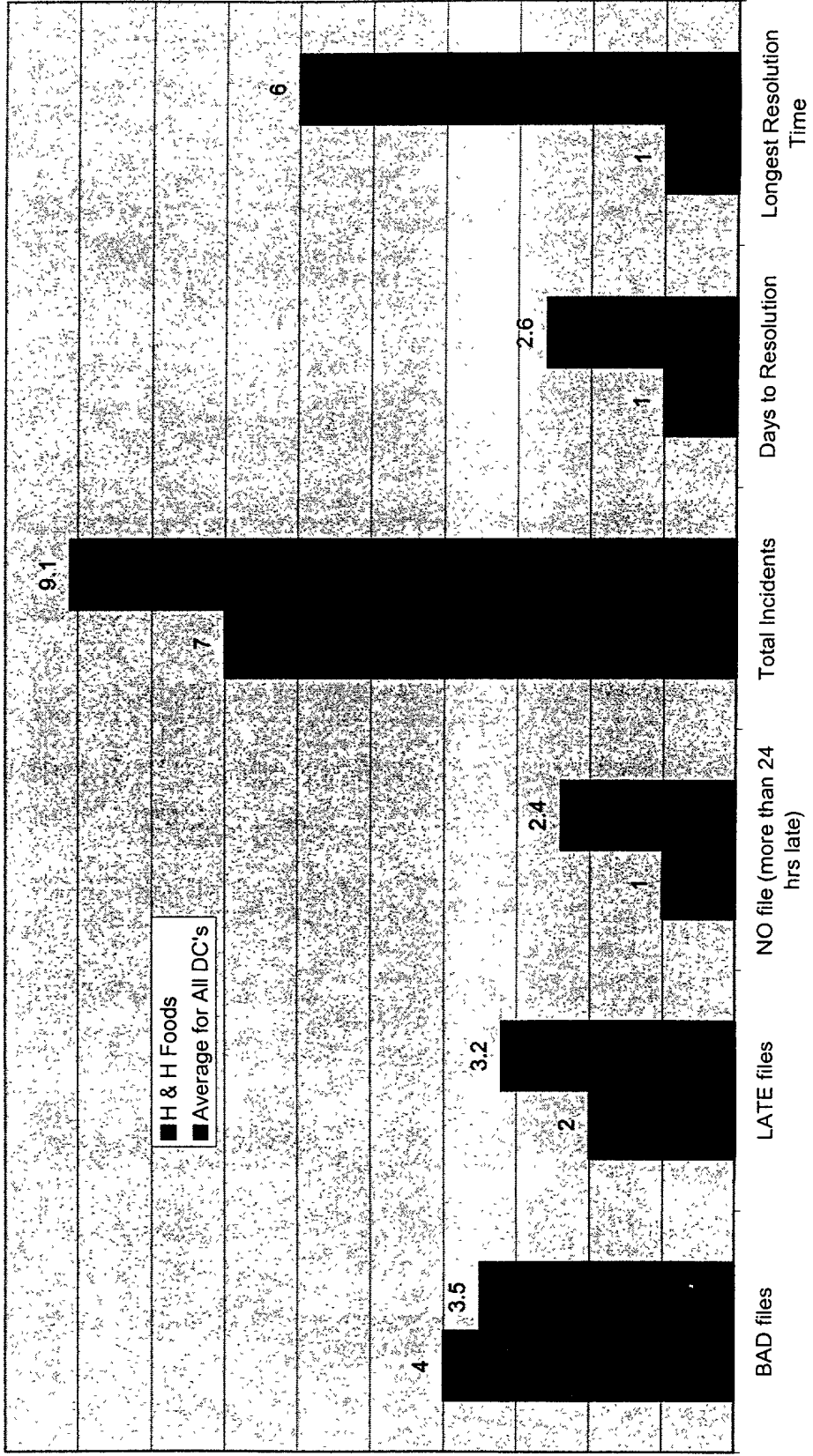
Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 ↗





3500

FIG. 35

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHEN | | | |
| NCR-SYSTEMEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KC | | | |
| SILVER KING - MN - CORP | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE - AIR | | | |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | | |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | |

| | | | |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |

Mock Report/1

| | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

Food Cost Index

| | | | | | | | | | |
|------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |

Total Dollar Purchases (in Millions) /2

| | | | | | | | | | |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

3600

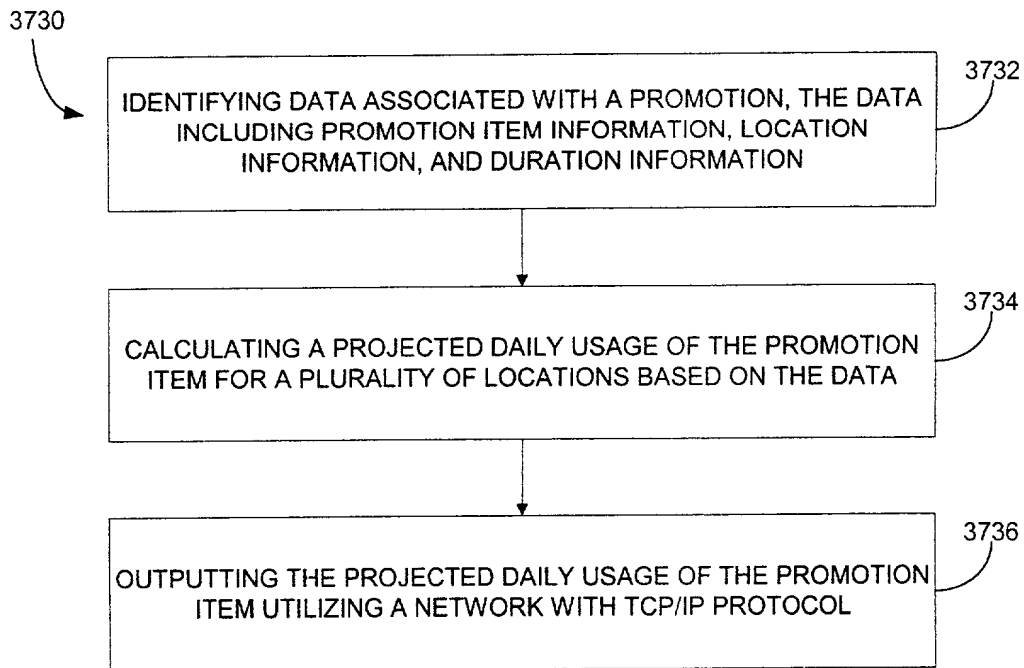


FIG. 37

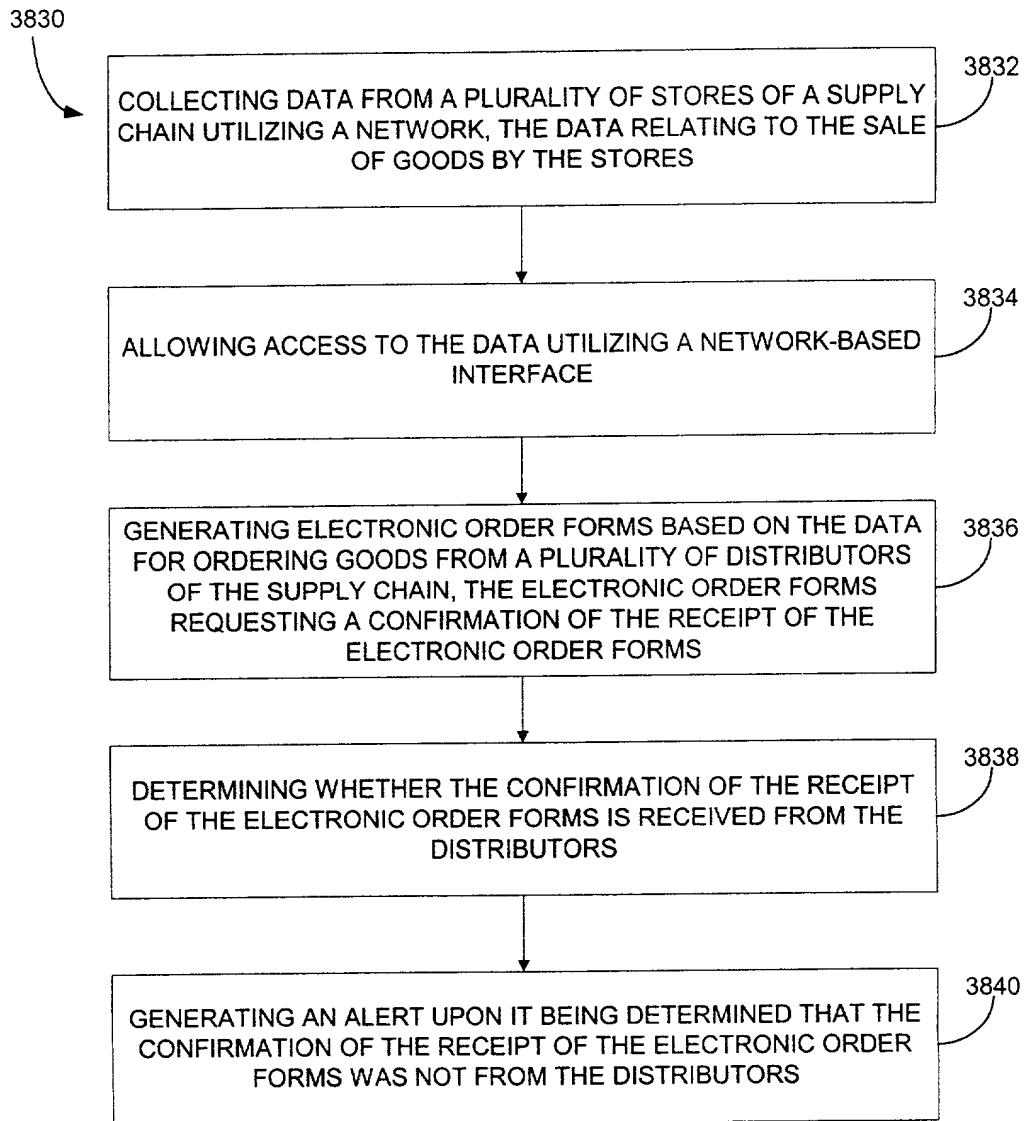


FIG. 38

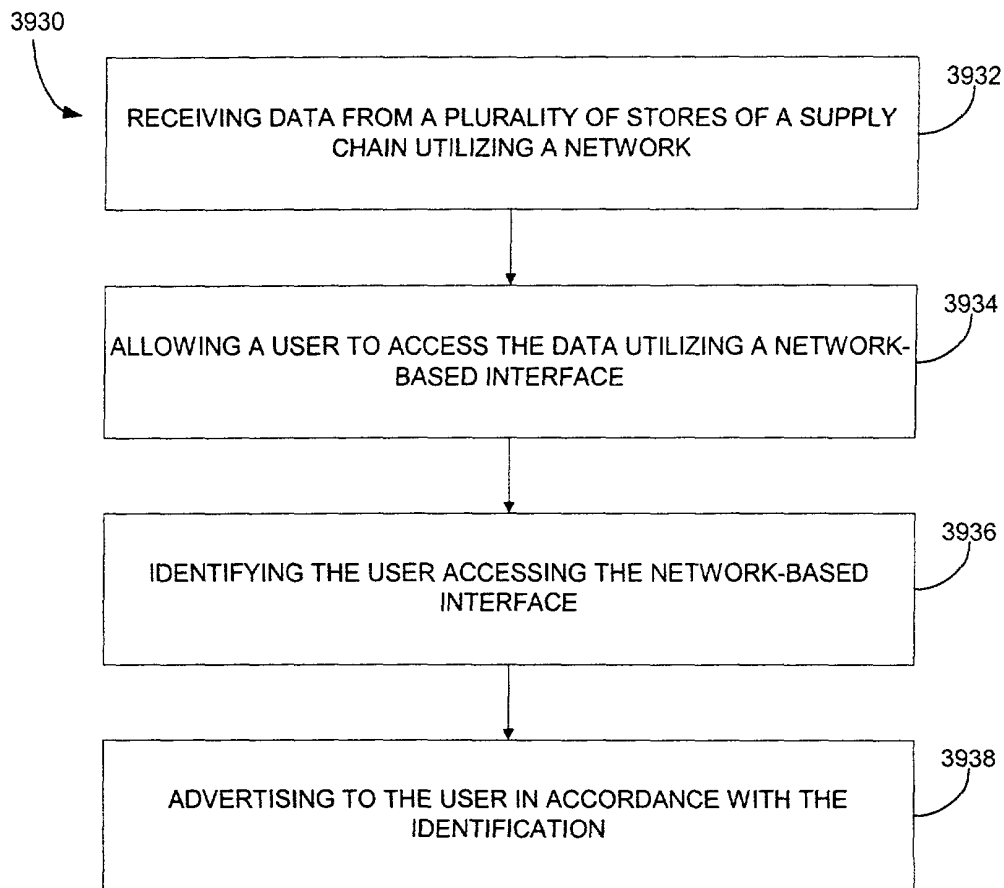


FIG. 39

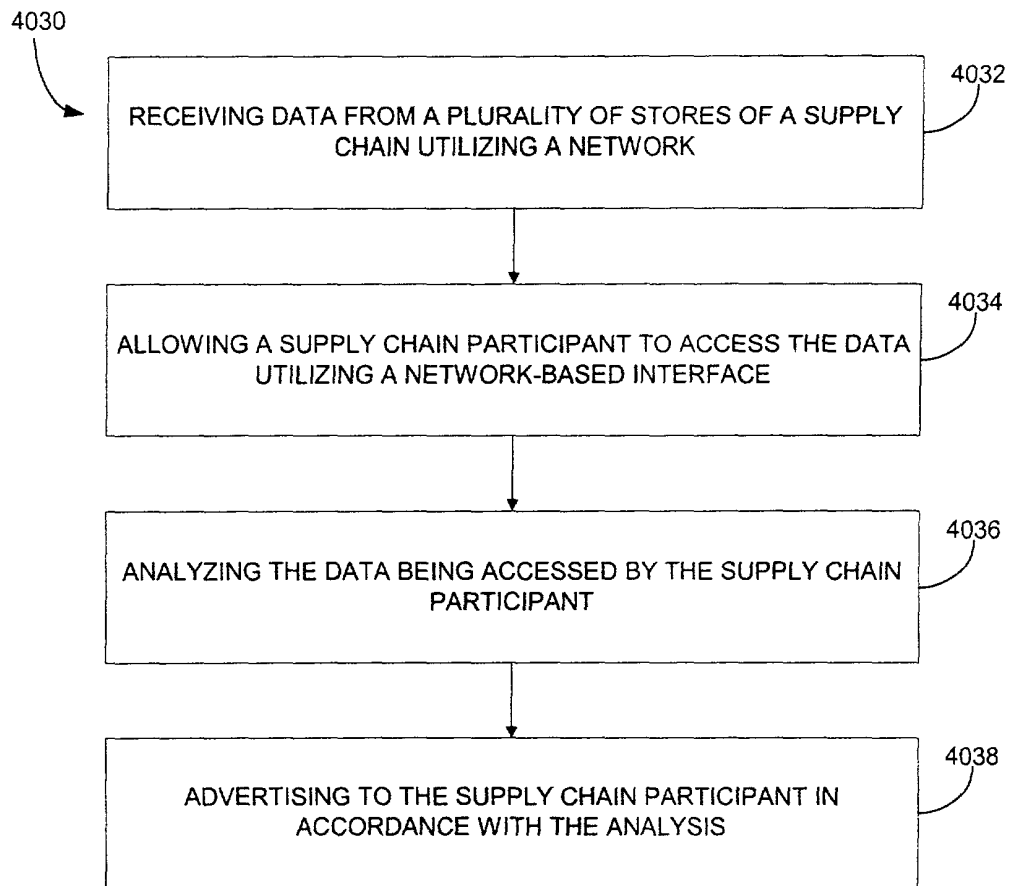


FIG. 40

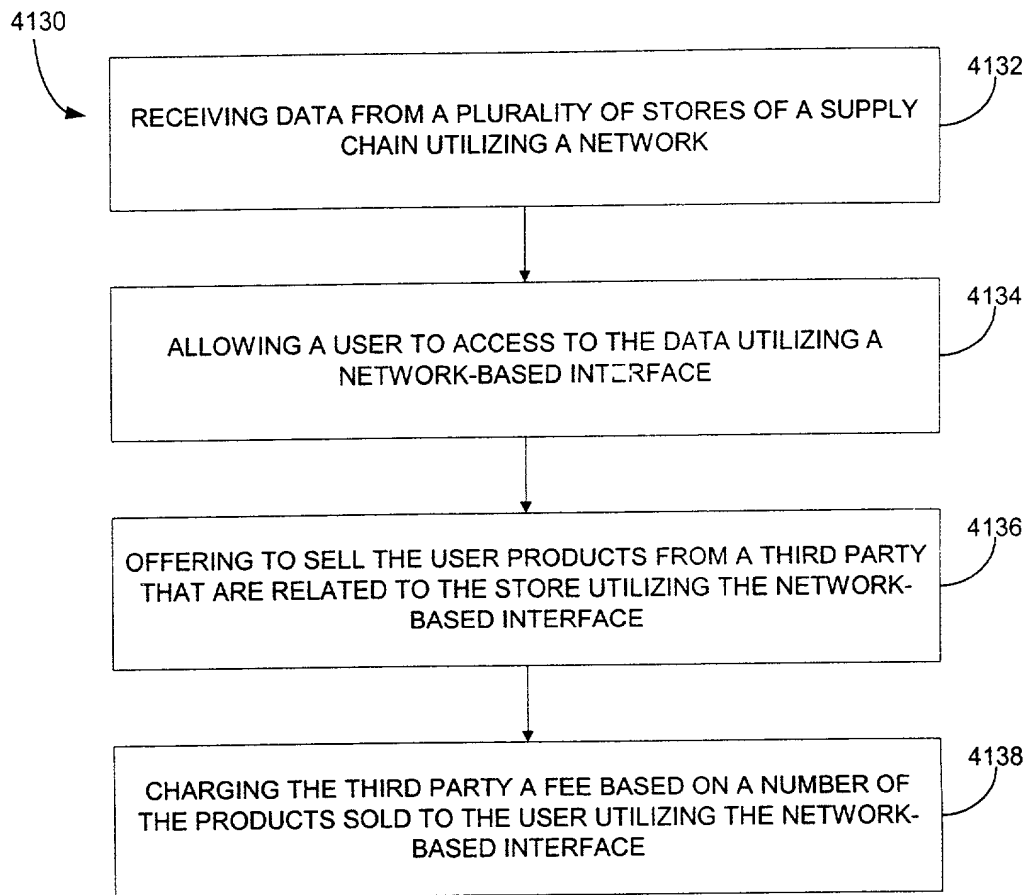


FIG. 41

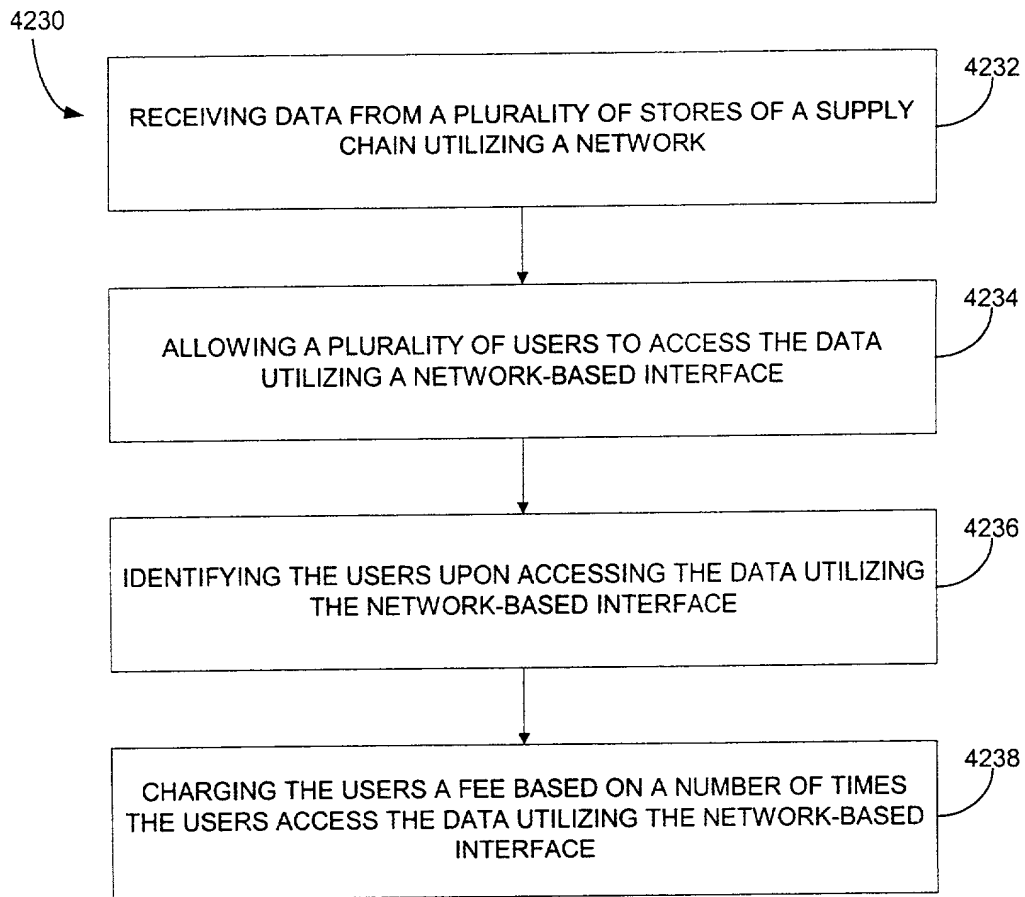


FIG. 42

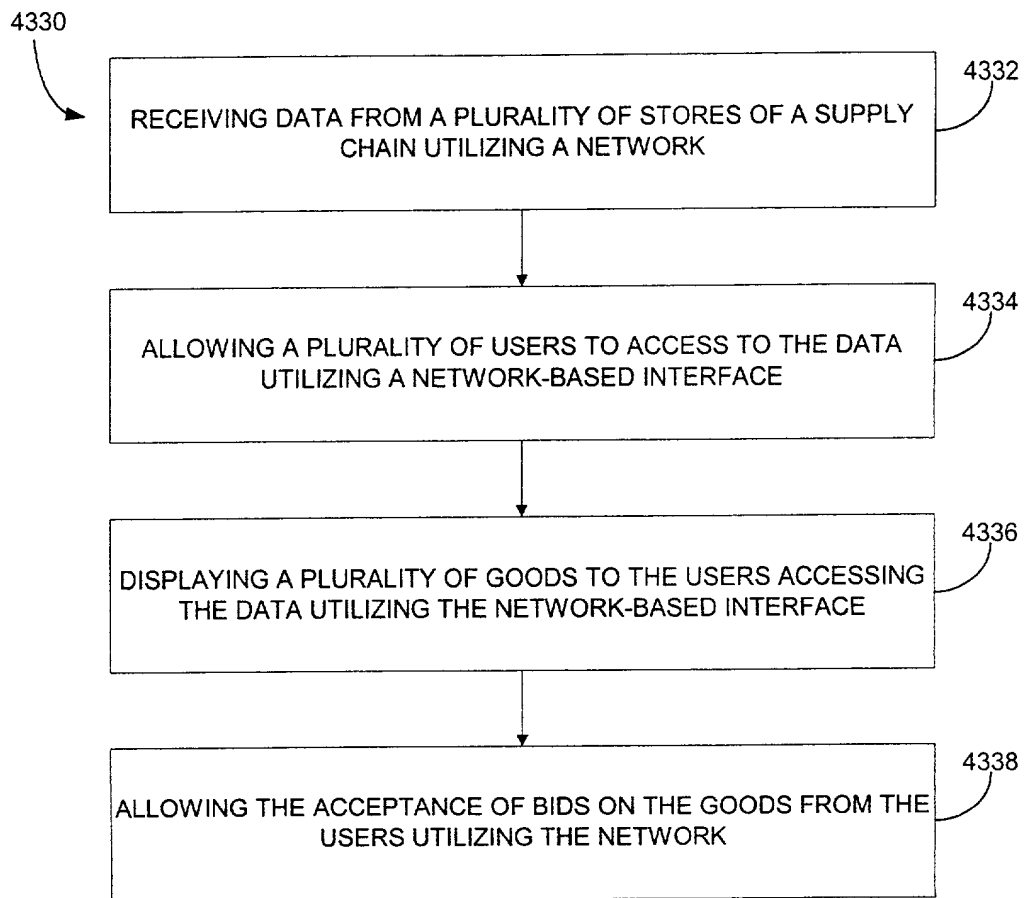


FIG. 43A

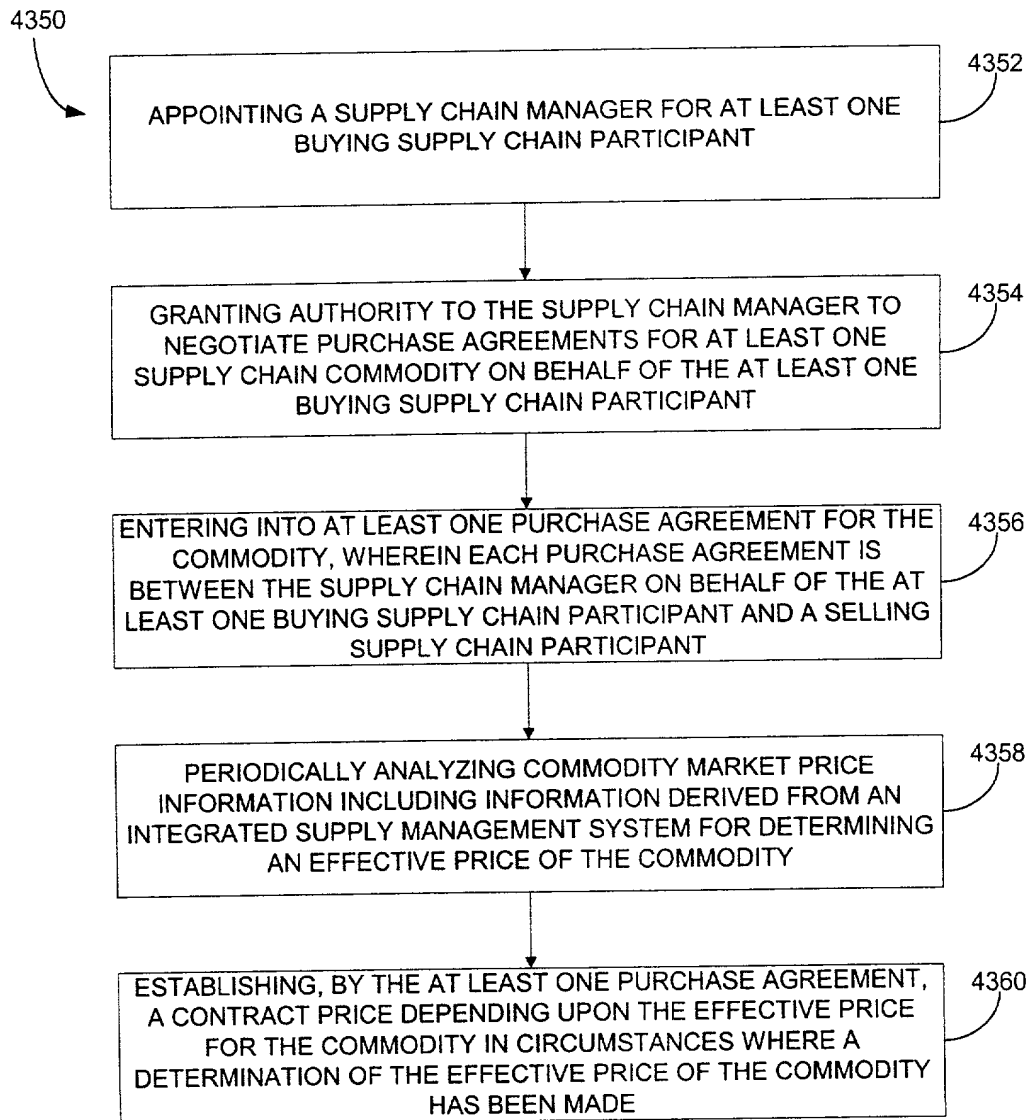


FIG. 43B

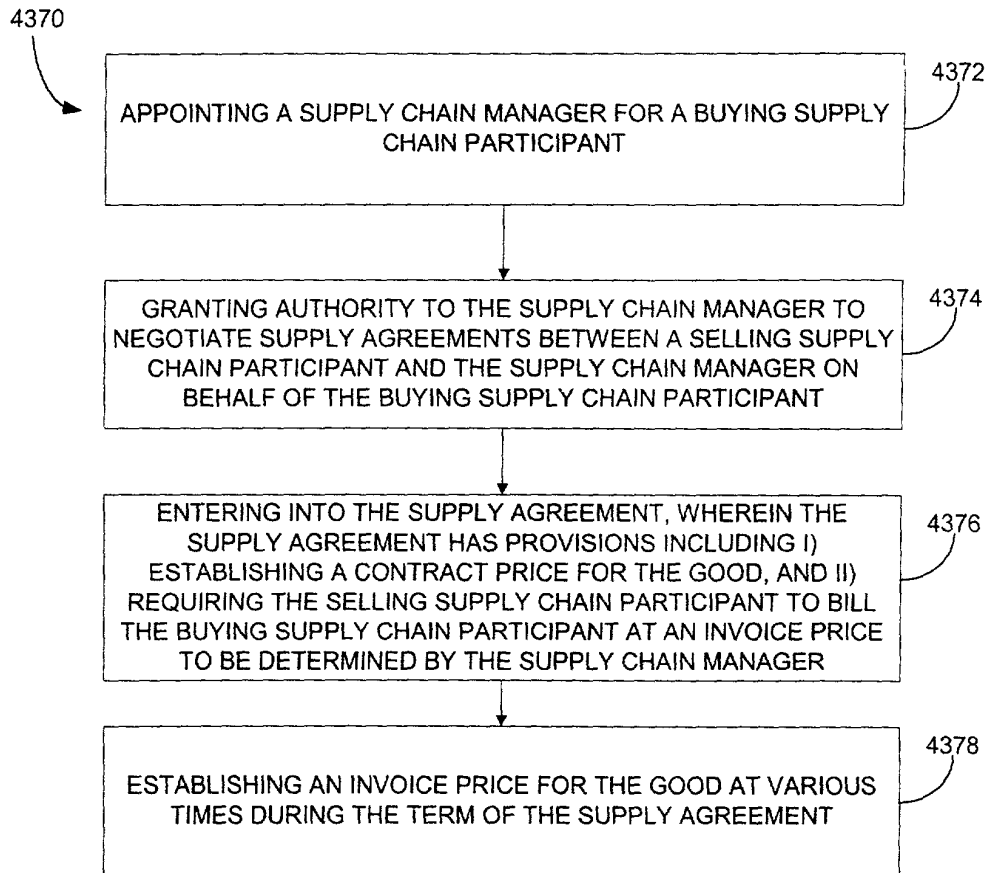


FIG. 43C

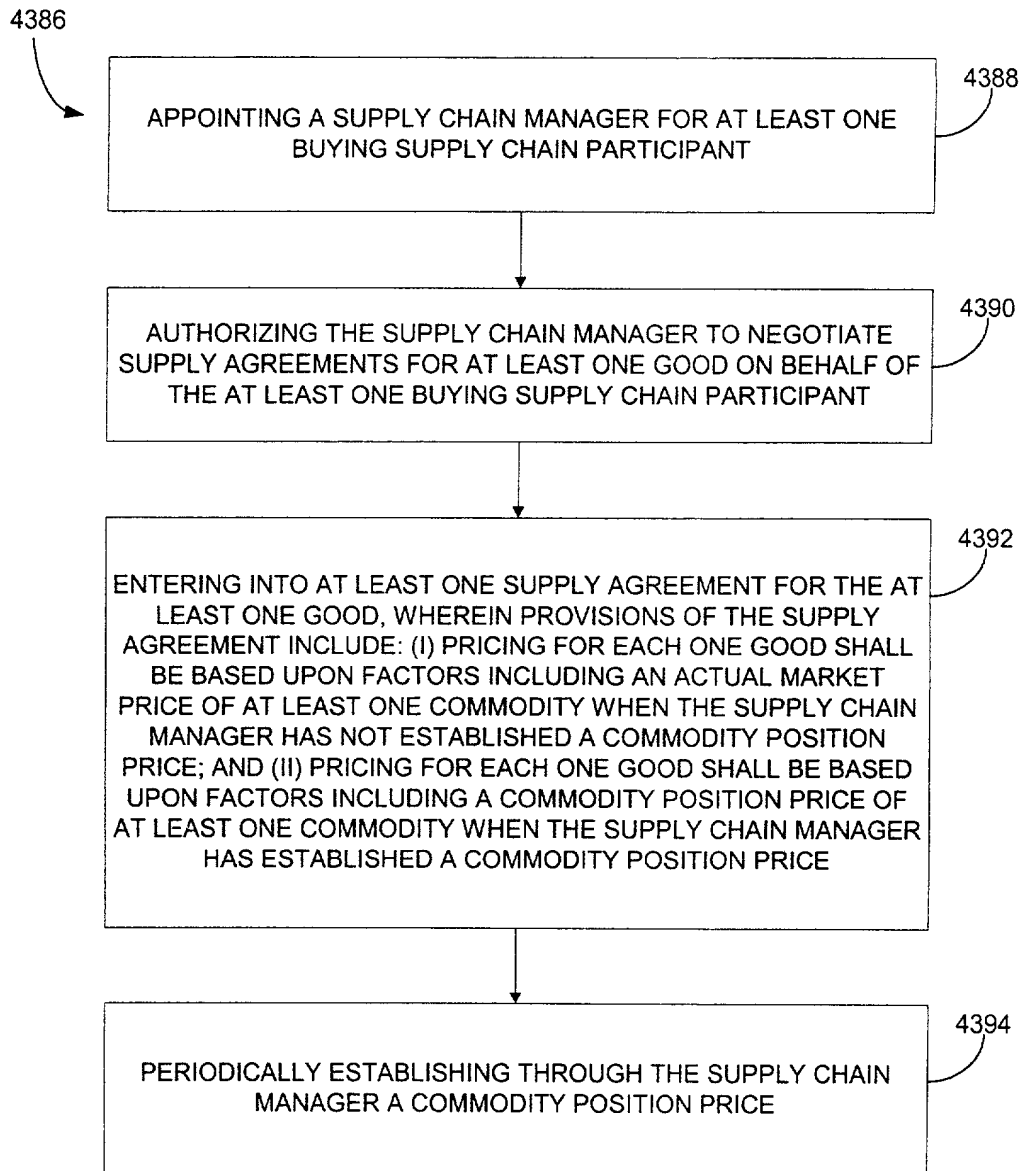


FIG. 43D

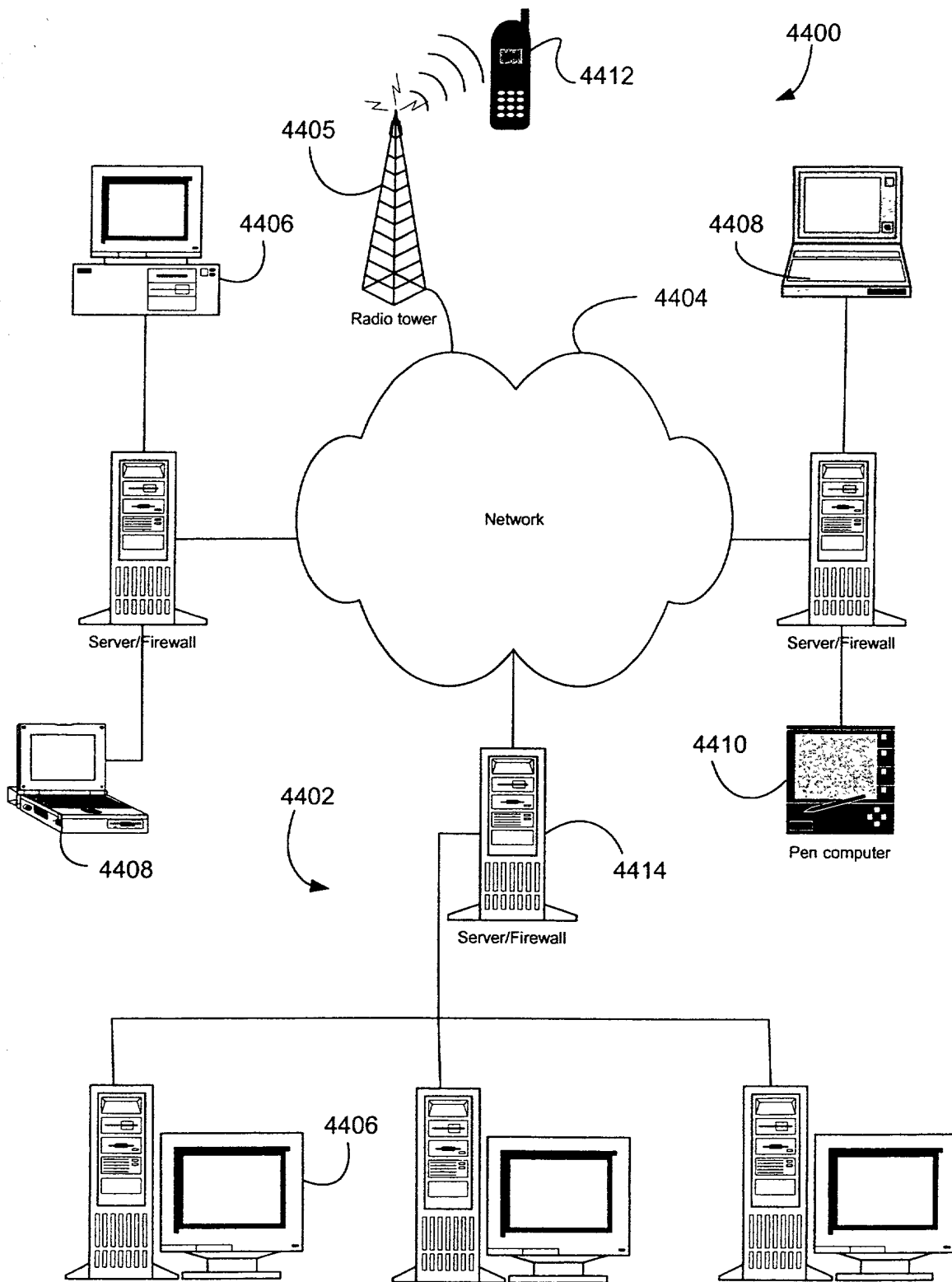


FIG. 44

FIG. 45 is a block diagram of a computer system 4500. The system 4500 includes a CPU 4510, ROM 4516, RAM 4514, and a communication adapter 4534. The CPU 4510 is connected to the ROM 4516 and the RAM 4514. The RAM 4514 is connected to the communication adapter 4534. The communication adapter 4534 is connected to a network 4535. The system 4500 also includes a user interface adapter 4522, a display adapter 4536, and a printer 4524. The user interface adapter 4522 is connected to the CPU 4510 and the display adapter 4536. The user interface adapter 4522 is also connected to a keyboard 4532 and a mouse 4526. The display adapter 4536 is connected to a monitor 4538. The printer 4524 is connected to the user interface adapter 4522.

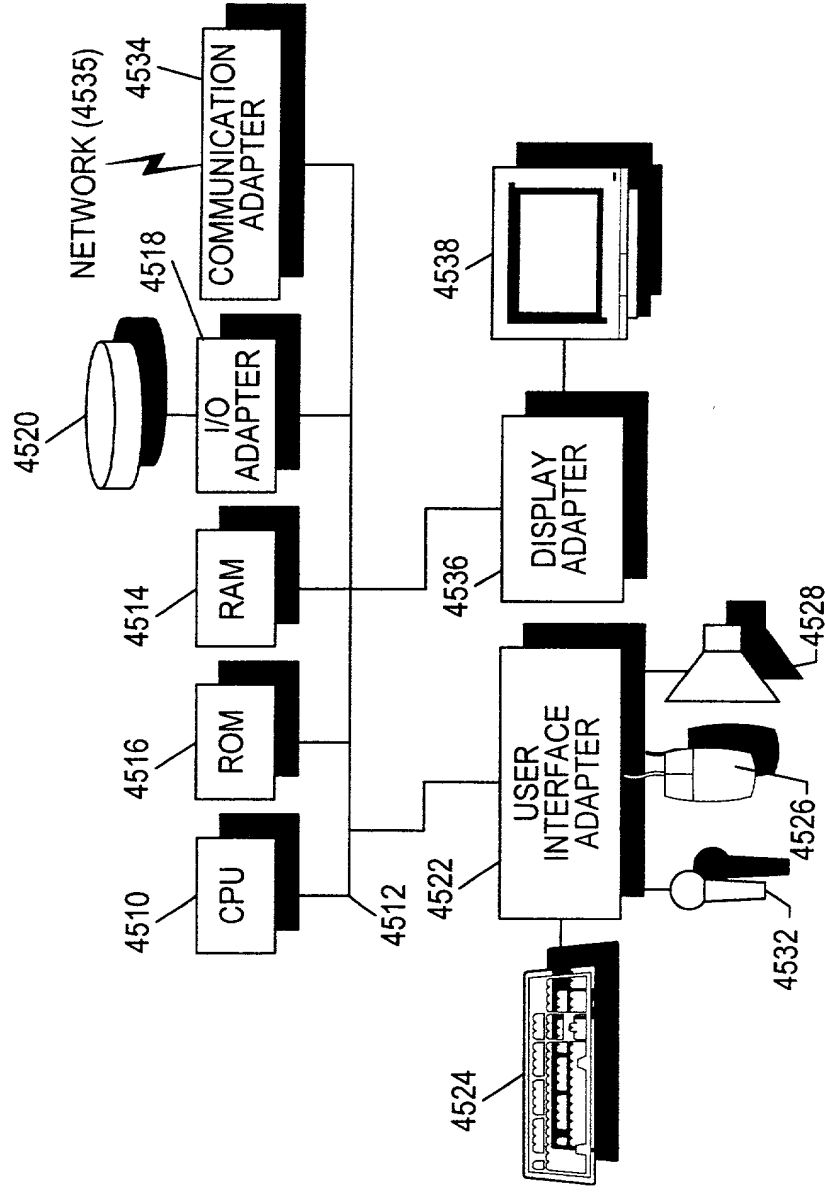


FIG. 45

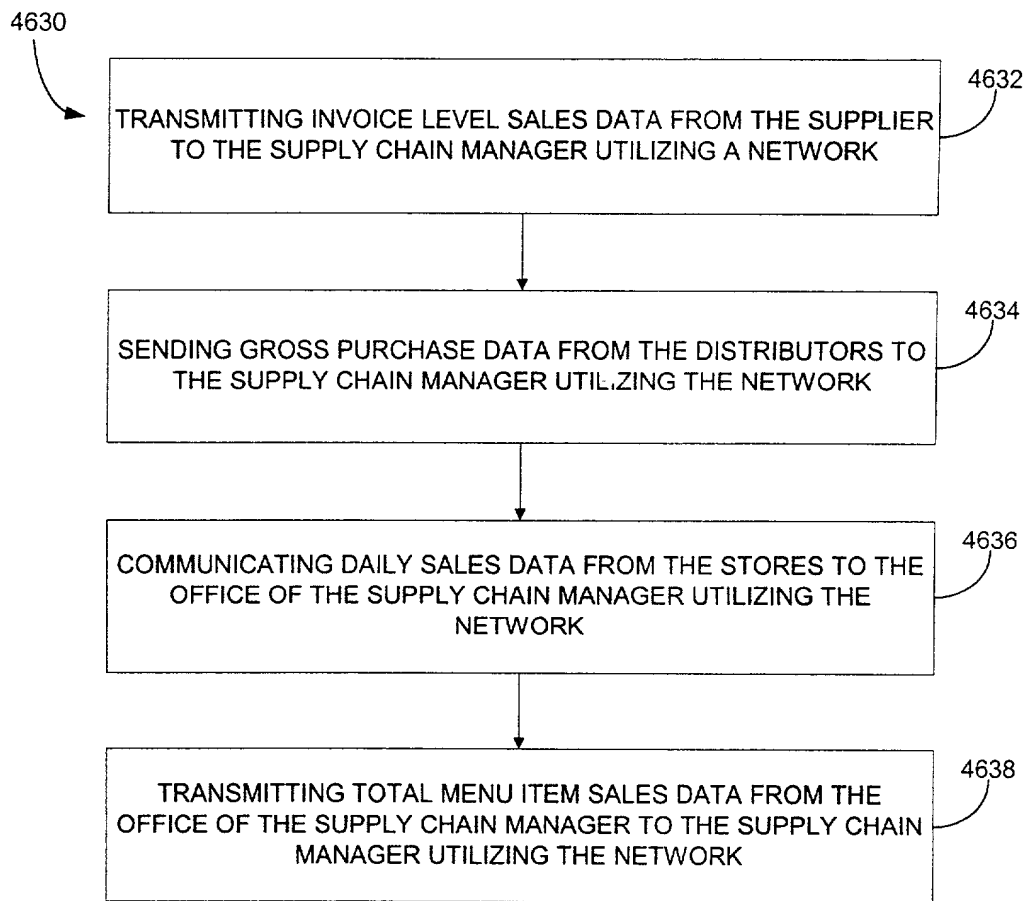


FIG. 46

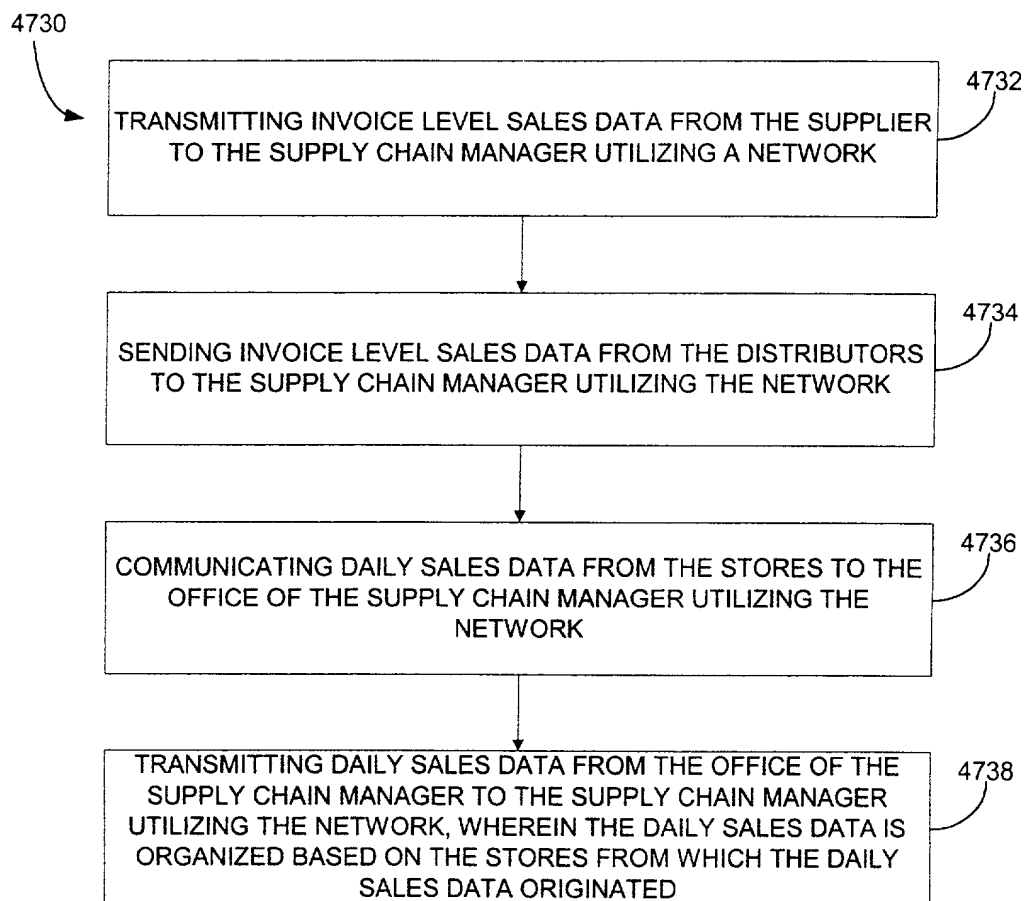


FIG. 47

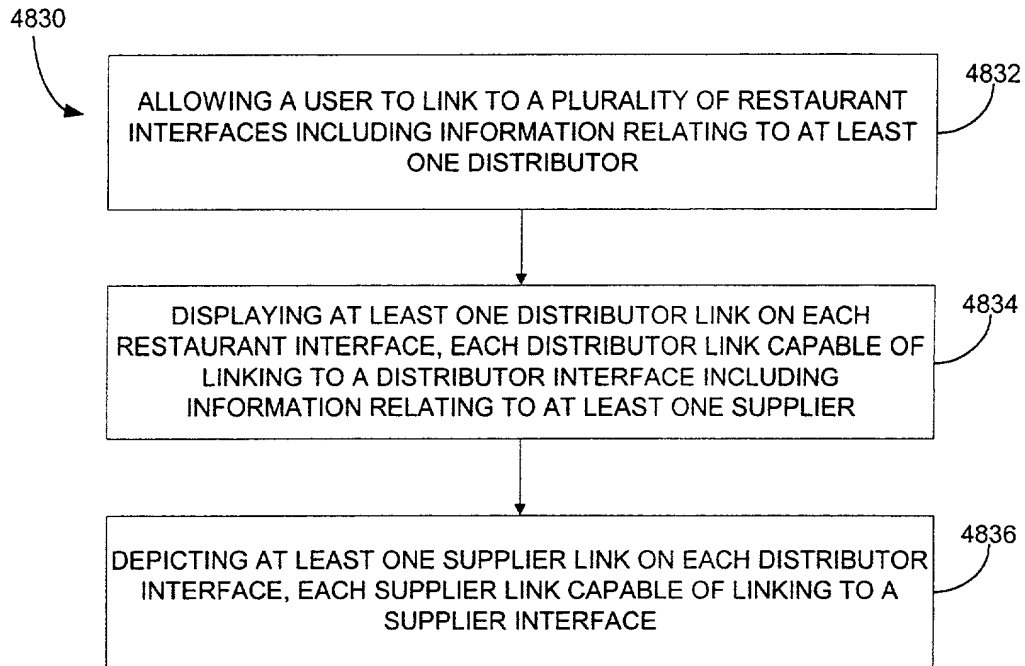


FIG. 48

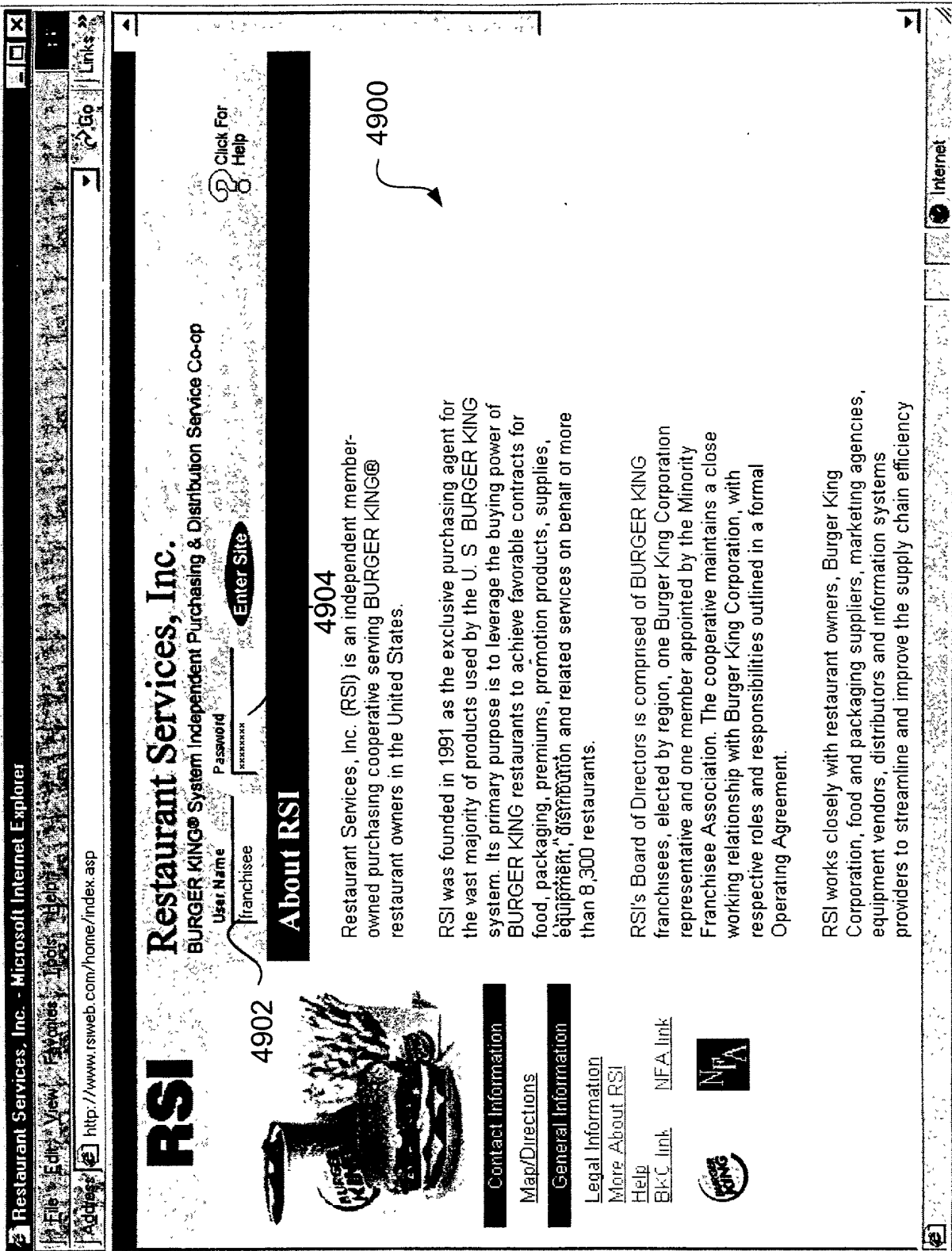


FIG. 49

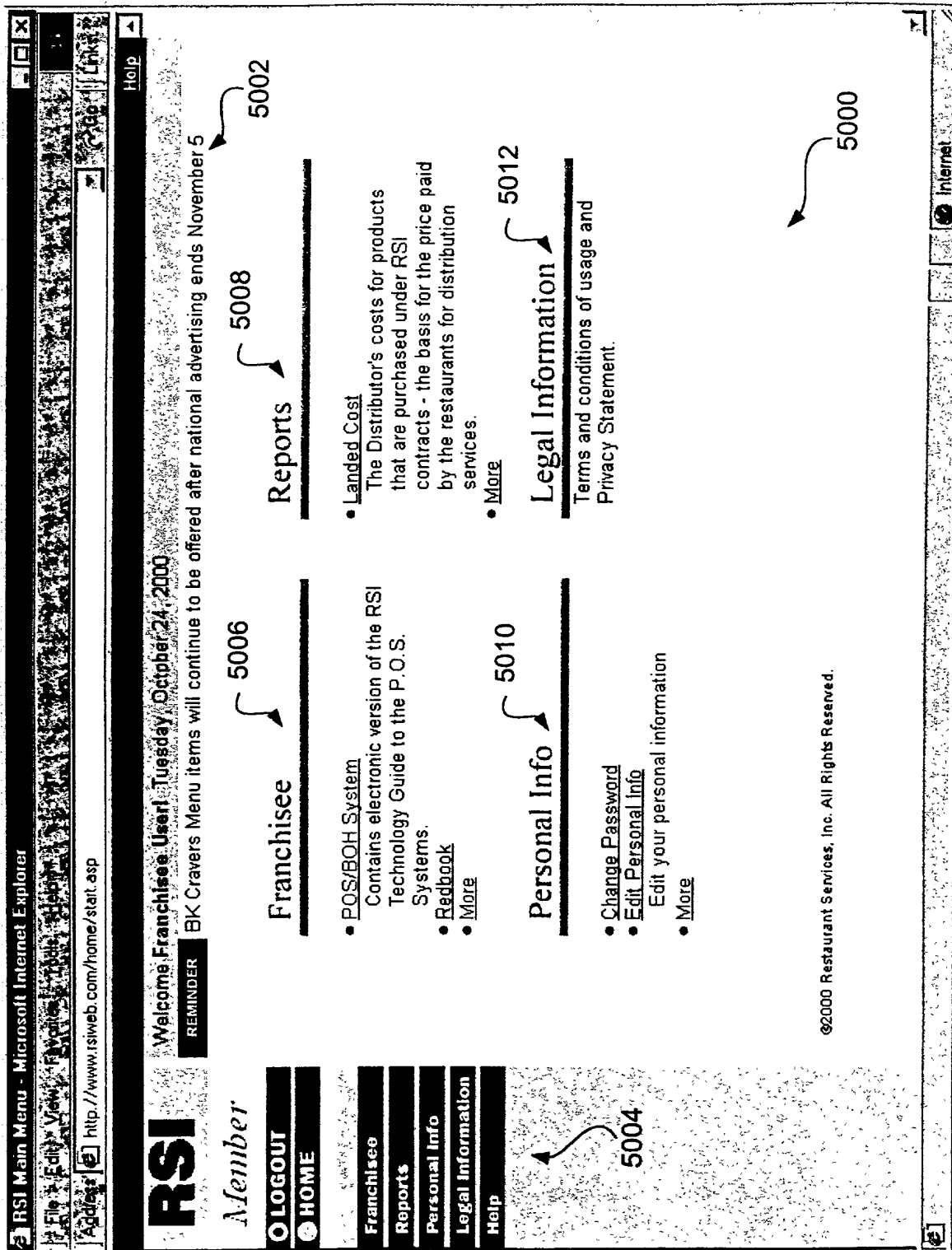


FIG. 50

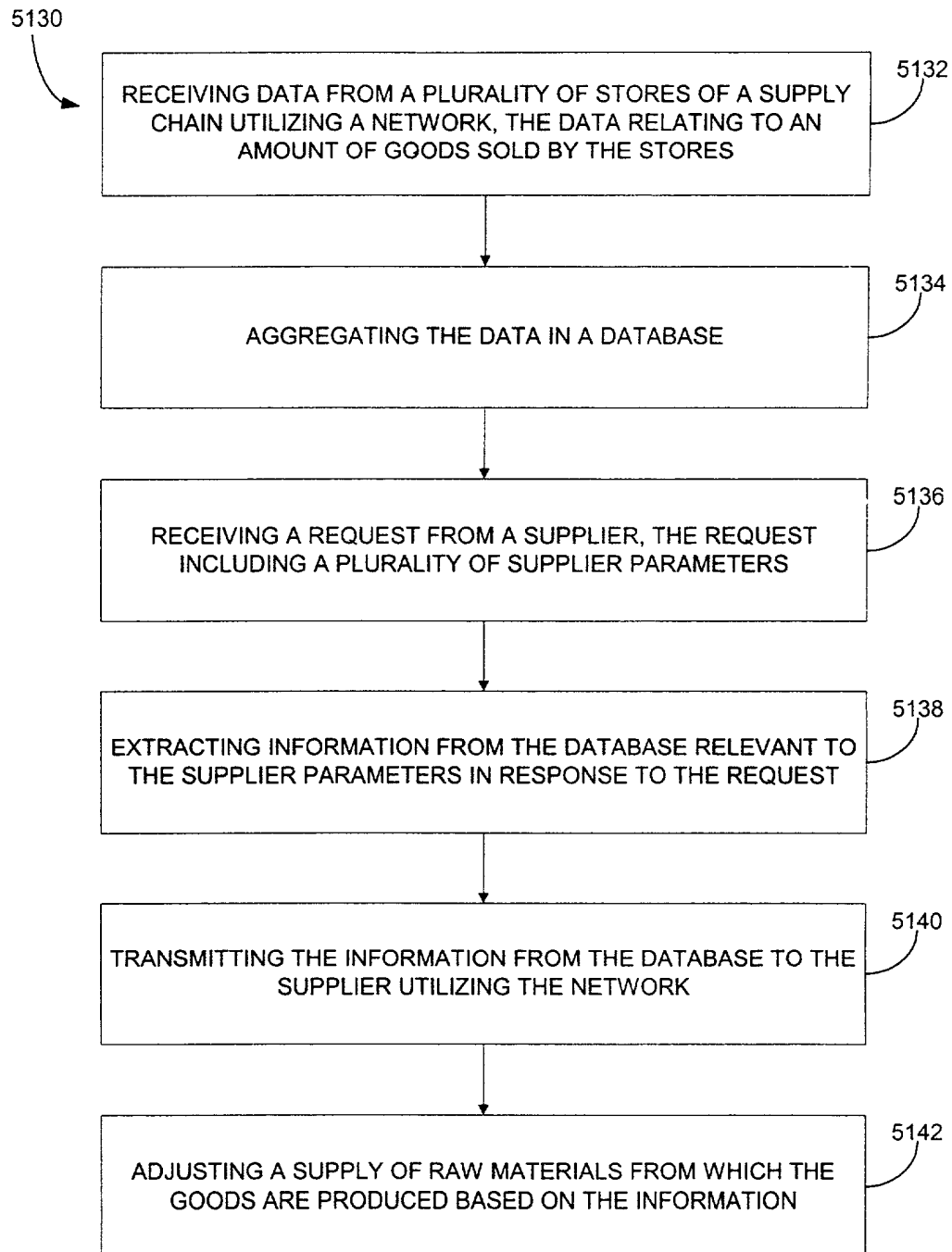


FIG. 51

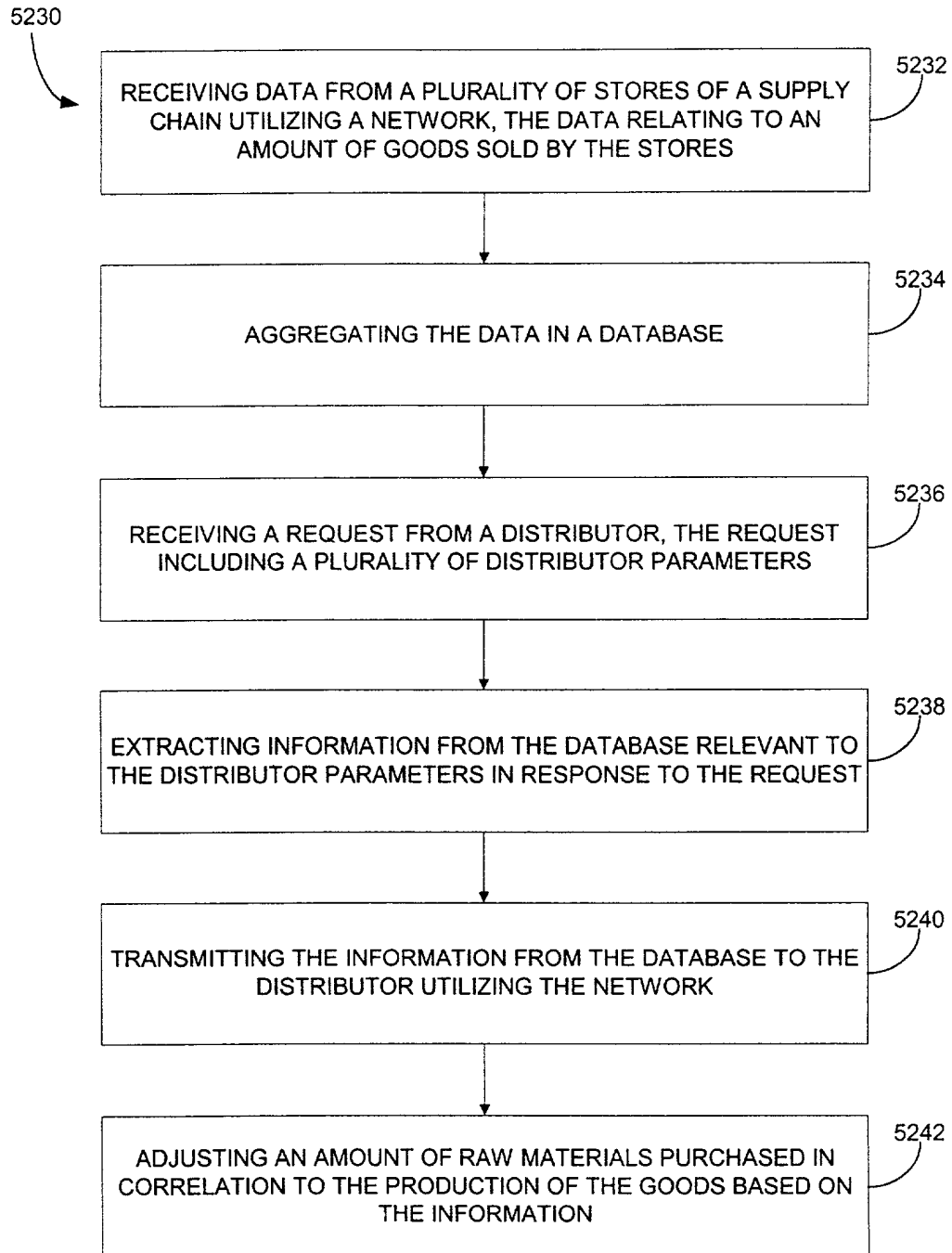


FIG. 52

RSI

Distributor

LOGOUT
 HOME

Reports
 Personal Info
 Legal Information
 Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
 Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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| DC Item, Rel, Item Description | | | % Chg 14 Day Avg | 14 Day Rolling Total Cases) | | | | | | | | | | | | | | Week Ending Total | | | |
|------------------------------------|--------------------------|-------|------------------|-----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|------|------|--|
| | | | | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 9/25 | 9/18 | |
| Number of Restaurants Served by DC | | | | | | | | | | | | | | | | | | | | | |
| 18980 | SAUCE: BBQ BULK BULLSEYE | 0.00% | | 13 | 21 | 23 | 18 | 16 | 14 | 13 | 14 | 21 | 21 | 15 | 13 | 13 | 109 | 90 | 80 | 72 | |
| 20788 | MUSTARD BULK BK | 0.00% | | 12 | 19 | 20 | 16 | 14 | 14 | 13 | 14 | 19 | 19 | 16 | 15 | 14 | 110 | 104 | 104 | 100 | |
| 24340 | MAYONNAISE: BULK BK | 0.00% | | 134 | 197 | 211 | 173 | 166 | 164 | 153 | 160 | 200 | 206 | 175 | 155 | 151 | 1184 | 1146 | 1142 | 1109 | |
| 24966 | STRAW WRAPPED 7.75" BK | 0.00% | | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 176 | 186 | 178 | |
| 25318 | FORK: WRAPPED BULK BK | 0.00% | | 10 | 11 | 12 | 10 | 9 | 8 | 9 | 11 | 12 | 11 | 10 | 9 | 9 | 70 | 71 | 66 | 68 | |
| 25462 | KNIFE: WRAPPED BULK BK | 0.00% | | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 18 | 15 | 8 | 9 | |
| 27682 | KETCHUP: BULK BAG IN BOX | 0.00% | | 89 | 134 | 142 | 115 | 104 | 102 | 101 | 100 | 136 | 139 | 116 | 100 | 102 | 798 | 771 | 776 | 743 | |
| 27690 | KETCHUP PACKETS 10g BK | 0.00% | | 127 | 194 | 205 | 180 | 143 | 142 | 139 | 144 | 197 | 197 | 180 | 142 | 140 | 1112 | 1070 | 1078 | 1044 | |

Done

Internet

FIG. 53

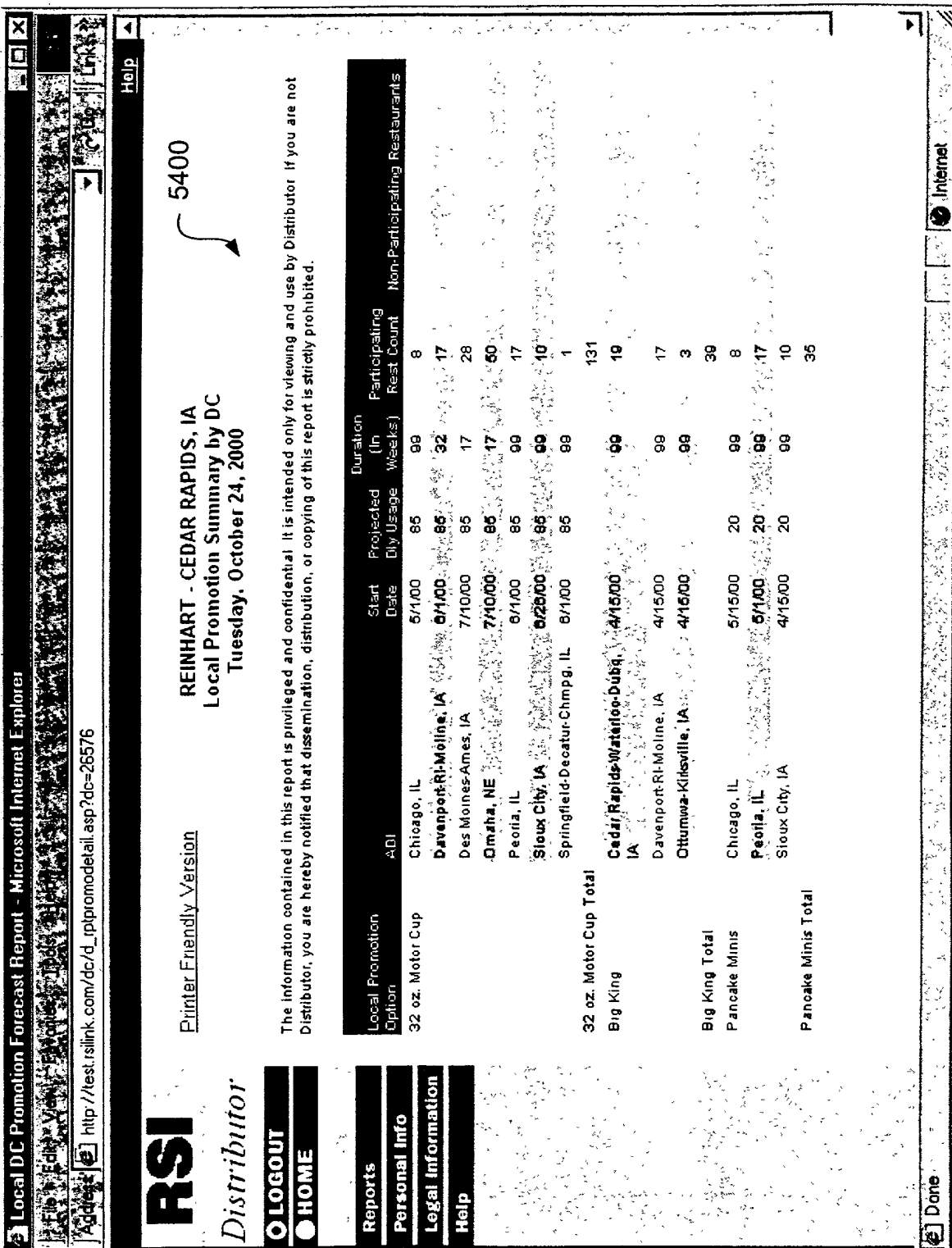


FIG. 54

RSI

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

5500

Supplier

TYSON FOODS

Retrieve

Printer Friendly Version

POS Implied Daily Usage - Supplier

Tuesday, October 24, 2000

Supplier: TYSON FOODS

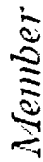
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| | | 14 Day Rolling Total Cases | | | | | | | | | | | | | | Week Ending Total | |
|--------------|-------|------------------------------|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|
| FOB Point | DC No | RSI Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 |
| TOTAL | | Total of DC Locations | | | | | | | | | | | | | | | |
| | | CHICKEN- 6 PATTY | 0.00% | 90 | 137 | 144 | 111 | 100 | 95 | 100 | 134 | 125 | 100 | 100 | 780 | 774 | 786 |
| | | CHICKEN- BK 7 BROILER | 0.00% | 35 | 51 | 60 | 48 | 45 | 43 | 40 | 53 | 48 | 46 | 41 | 330 | 327 | 354 |
| | | CHICKEN- 8 TENDERS | 0.00% | 222 | 335 | 337 | 266 | 240 | 225 | 246 | 346 | 255 | 228 | 223 | 1,915 | 1,909 | 1,418 |
| | | CHICKEN- 8 TENDERS | 0.00% | | | | | | | | | | | | | | 1,203 |

Done

Internet

FIG. 55



5600

HOME

0003473

10/22/00

Retrieve

Retrieve

Help

Restaurant Landed Cost Verification Report

Distribution Center. REINHART - CEDAR RAPIDS. IA

Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2.25" X 195' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3686 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18860 | 399 | SAUCE-BULK-KRAFTBULLSEYE | \$24.48 | \$1.57 | \$25.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK 36AL | \$8.45 | \$1.57 | \$9.02 |
| 20840 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 66 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24500 | 4270 | WATER-ICE MOUNTAIN .5L | \$6.41 | \$1.57 | \$7.98 |

 Internet

FIG. 56

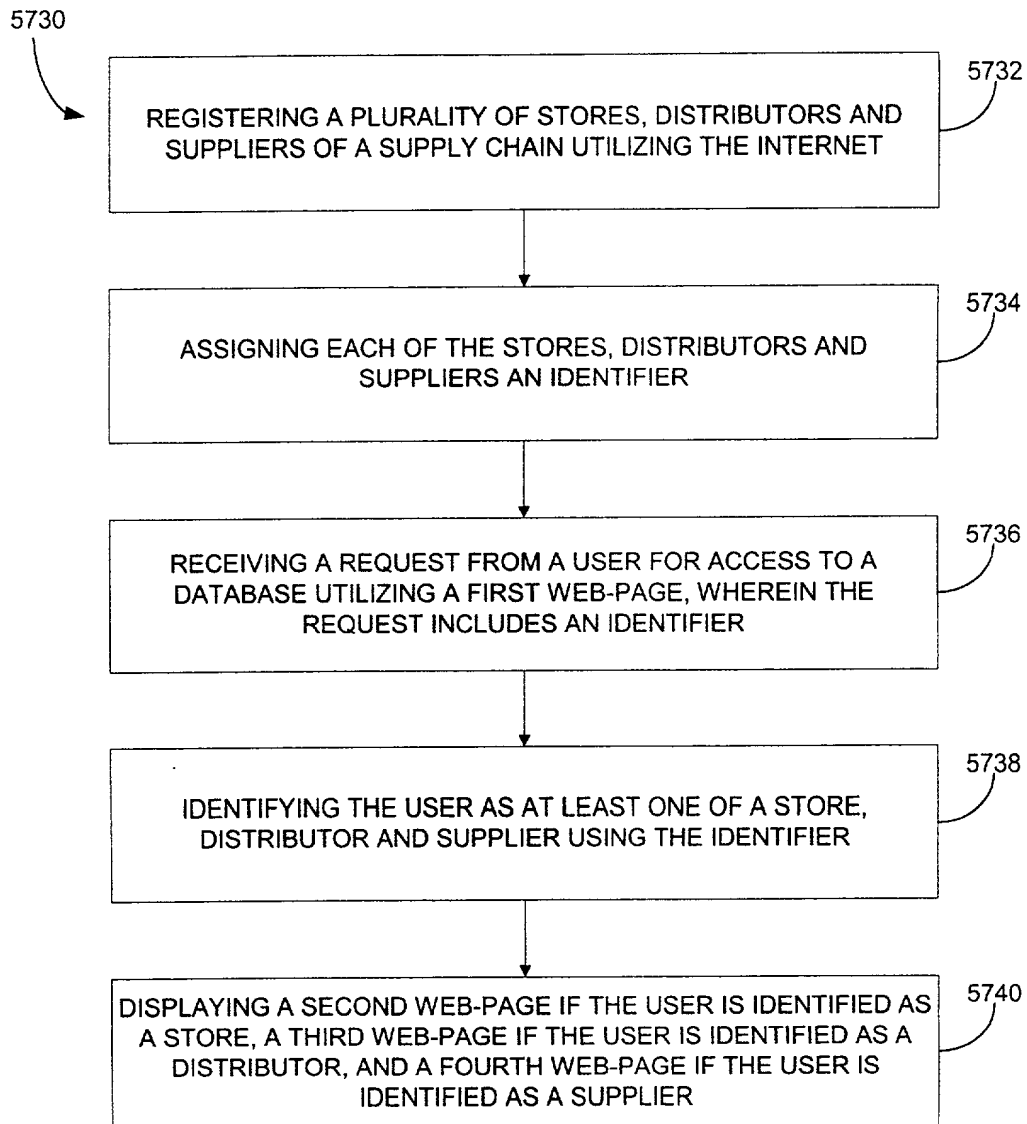


FIG. 57

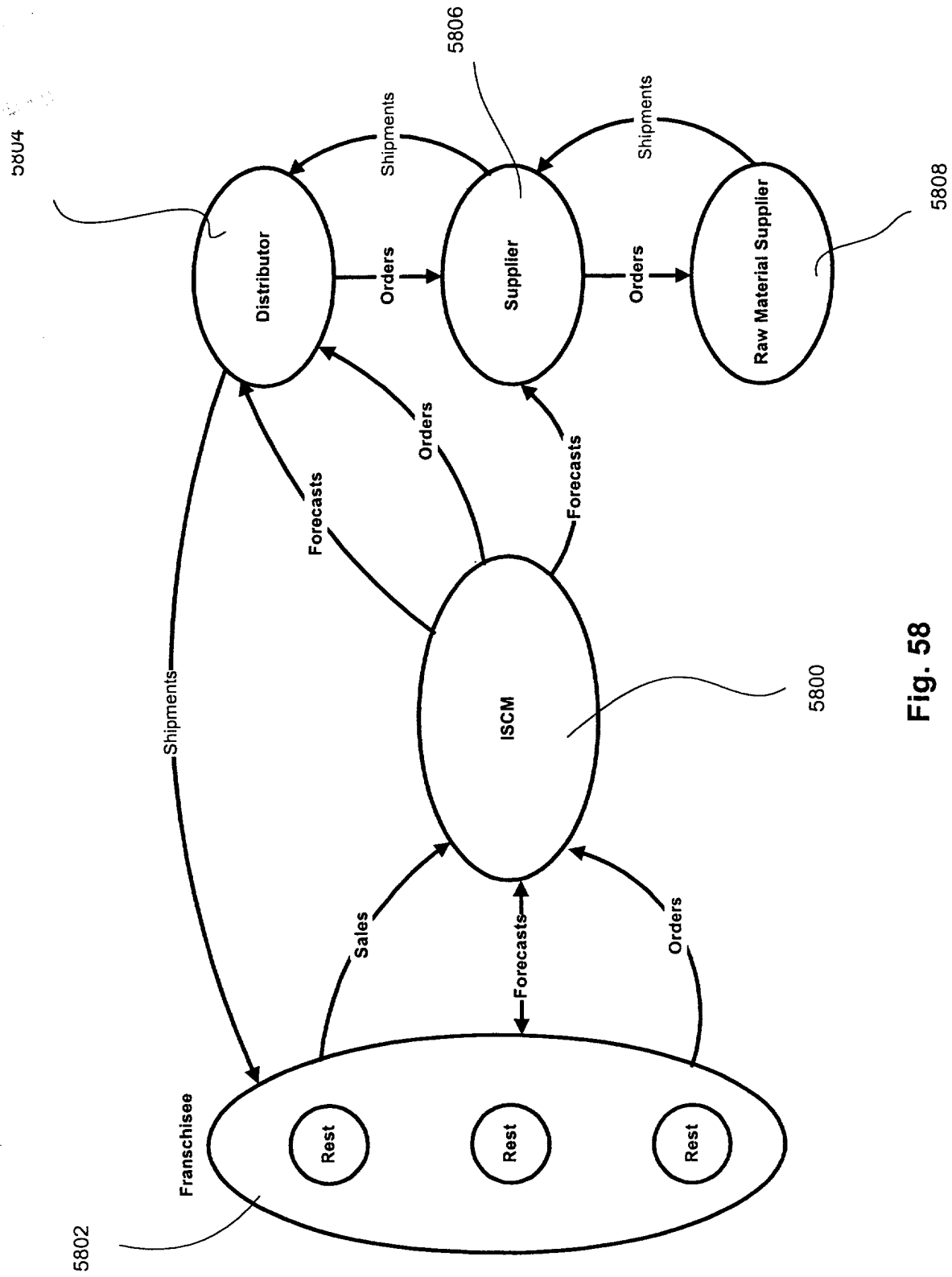


Fig. 58

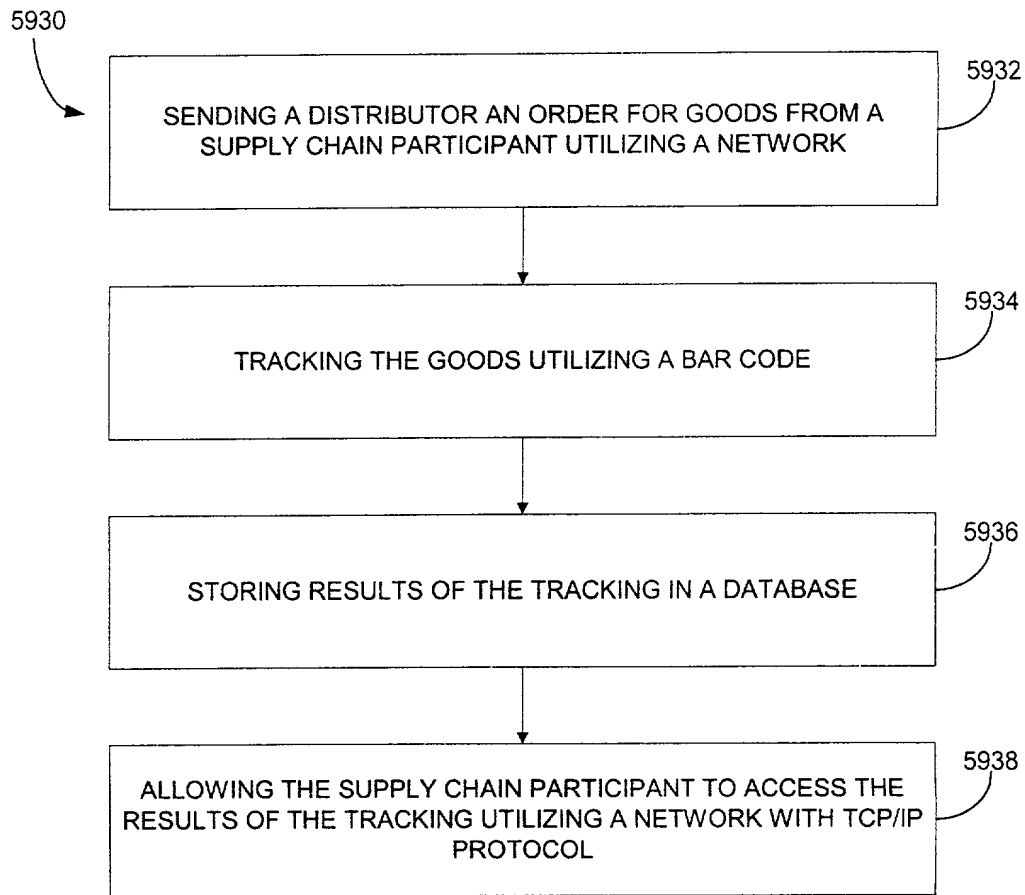


FIG. 59

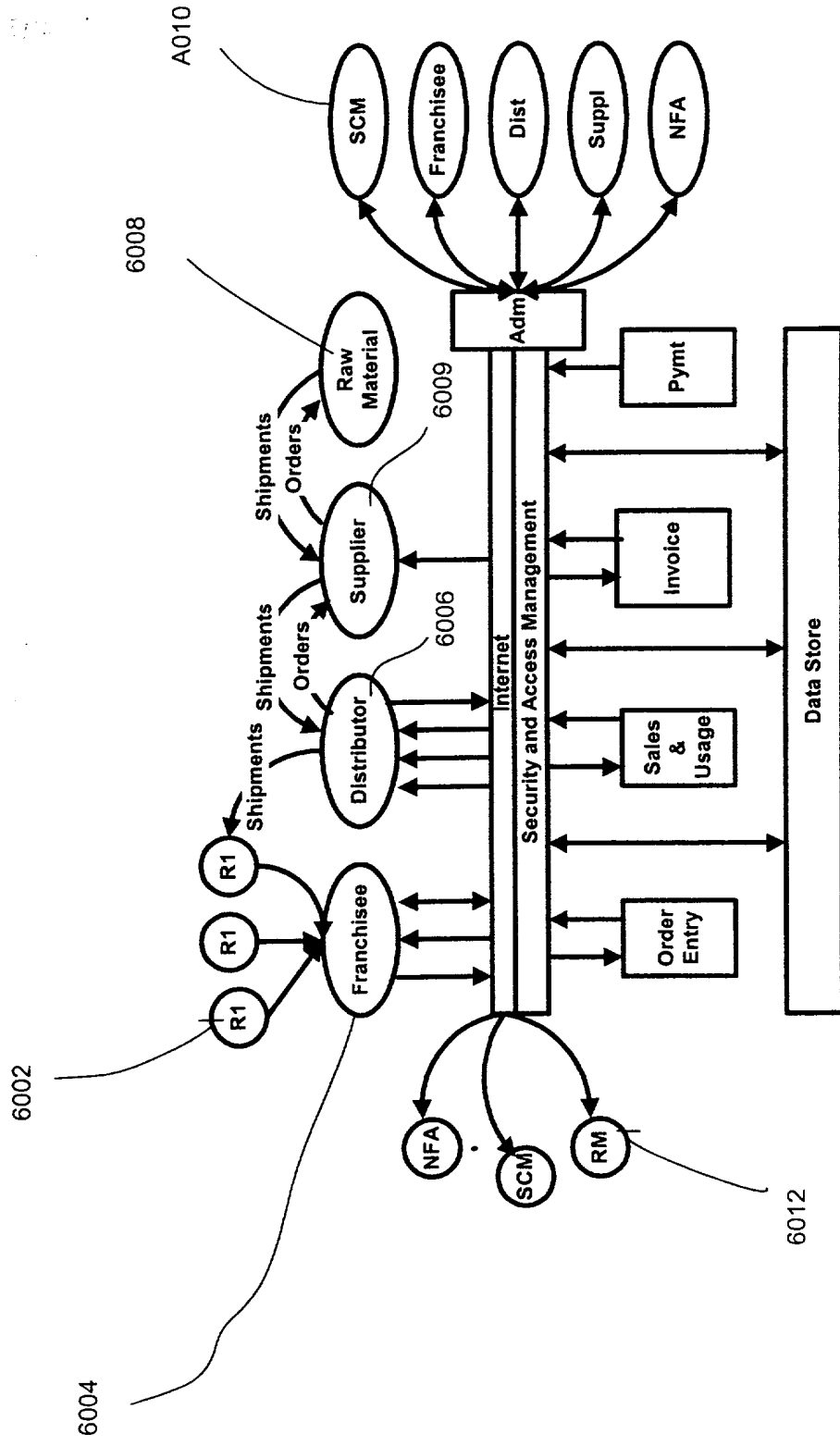


Fig. 60

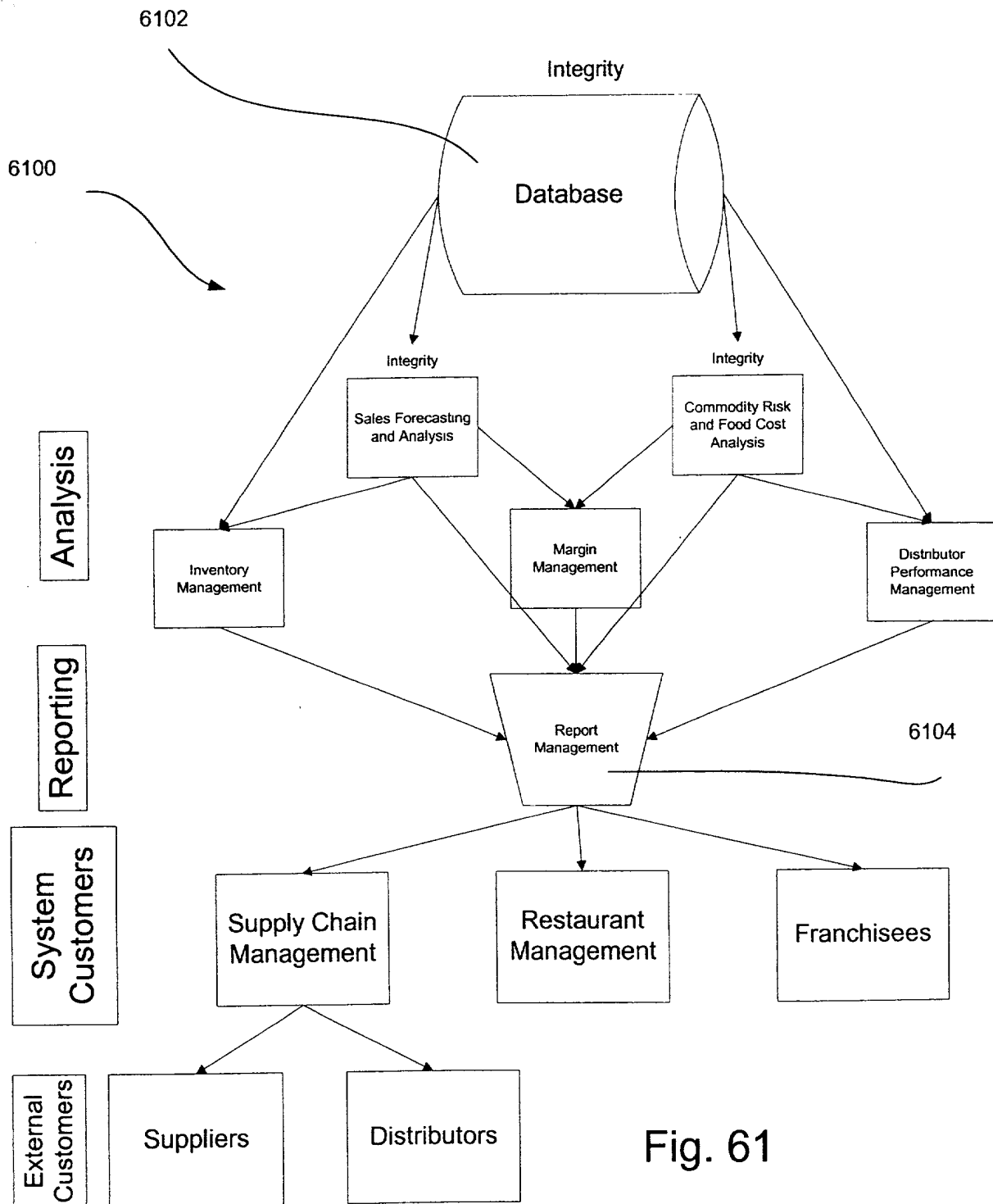


Fig. 61

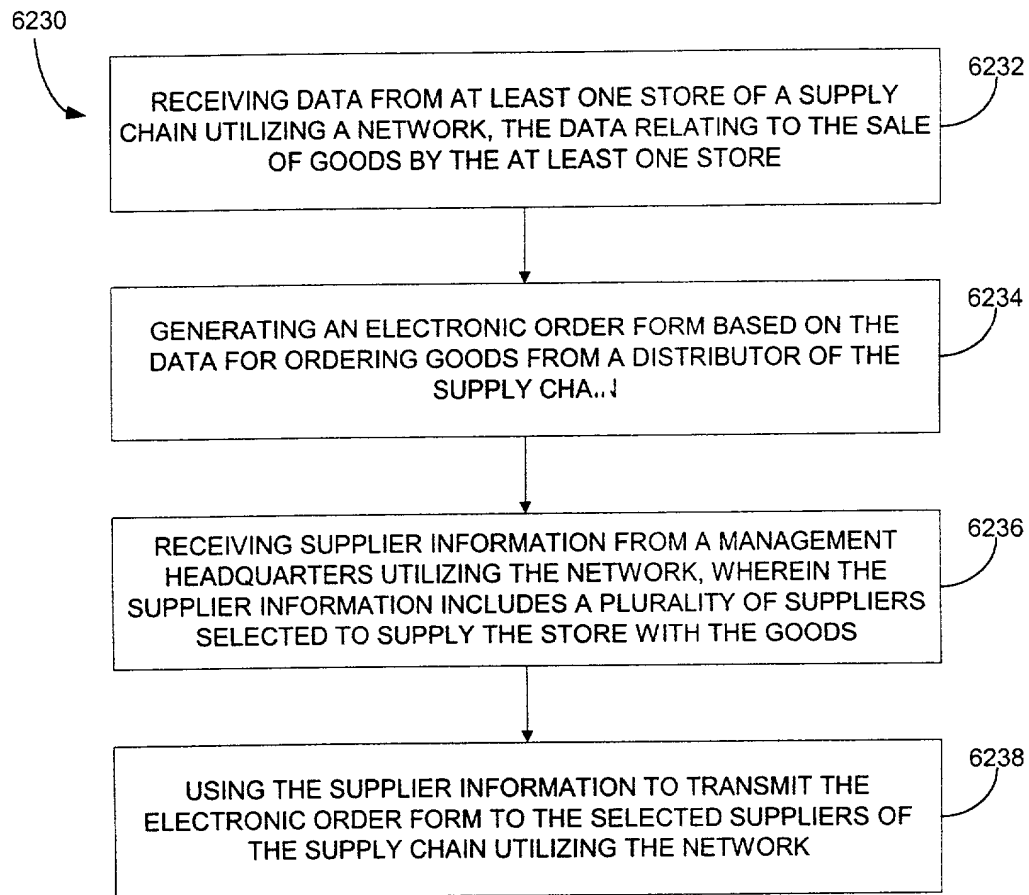


FIG. 62

6300

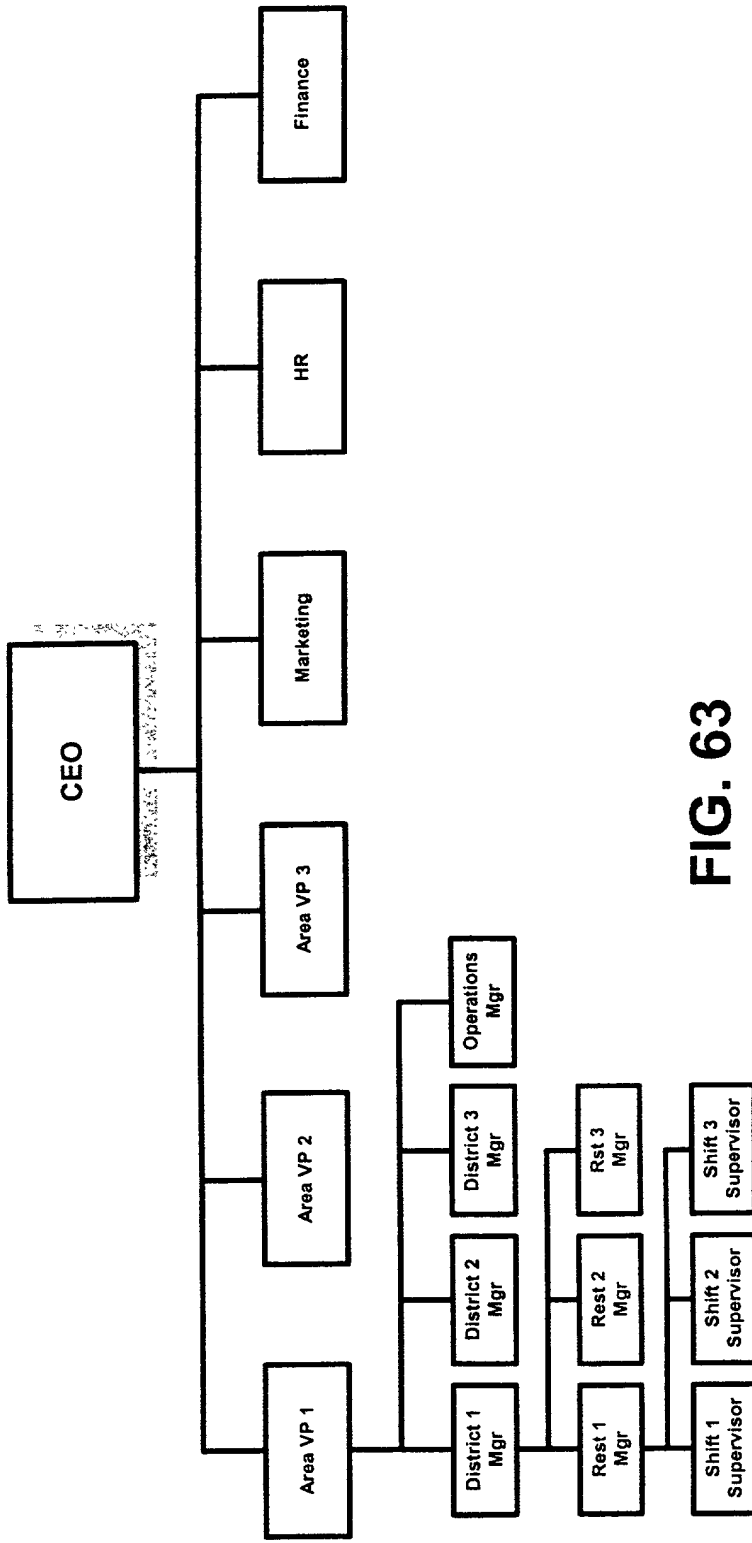


FIG. 63

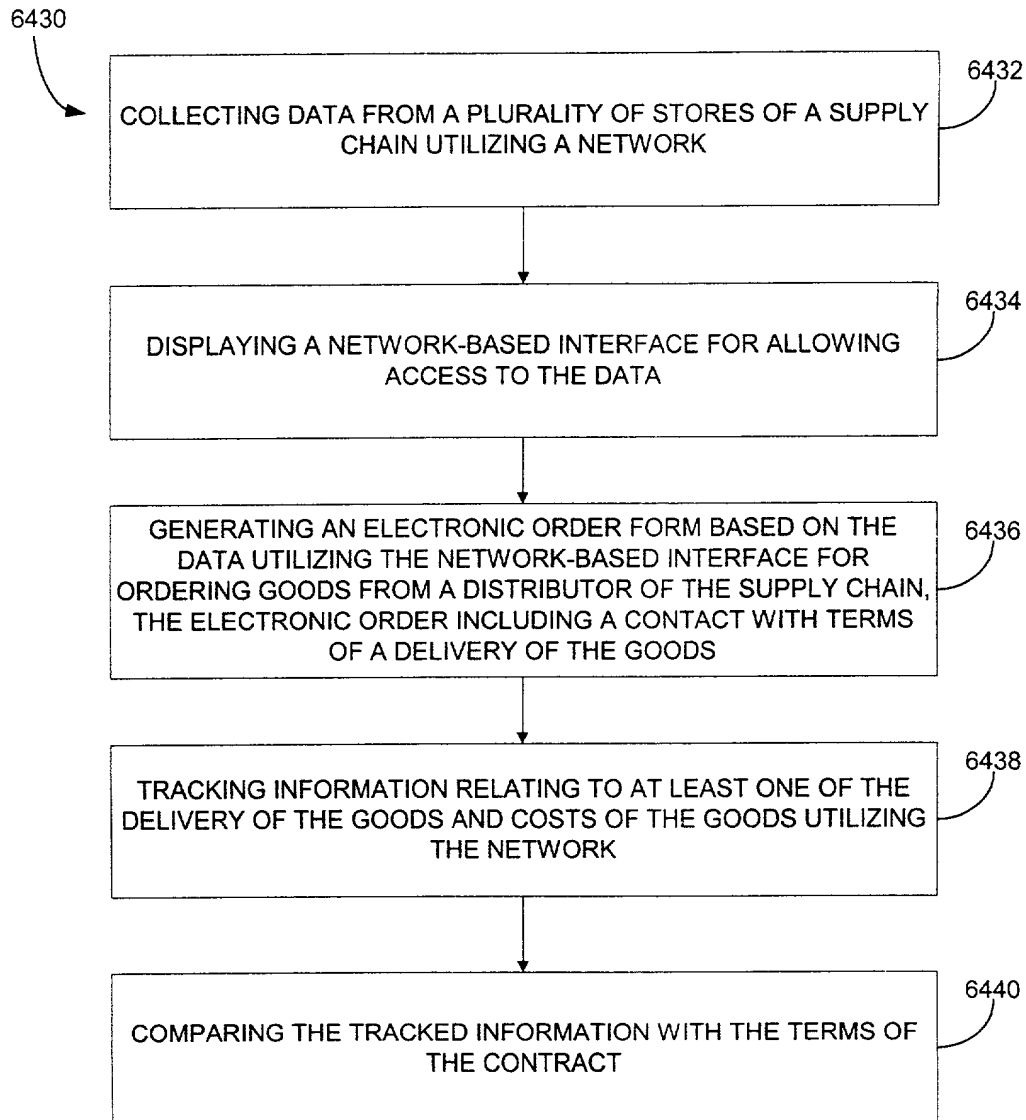


FIG. 64

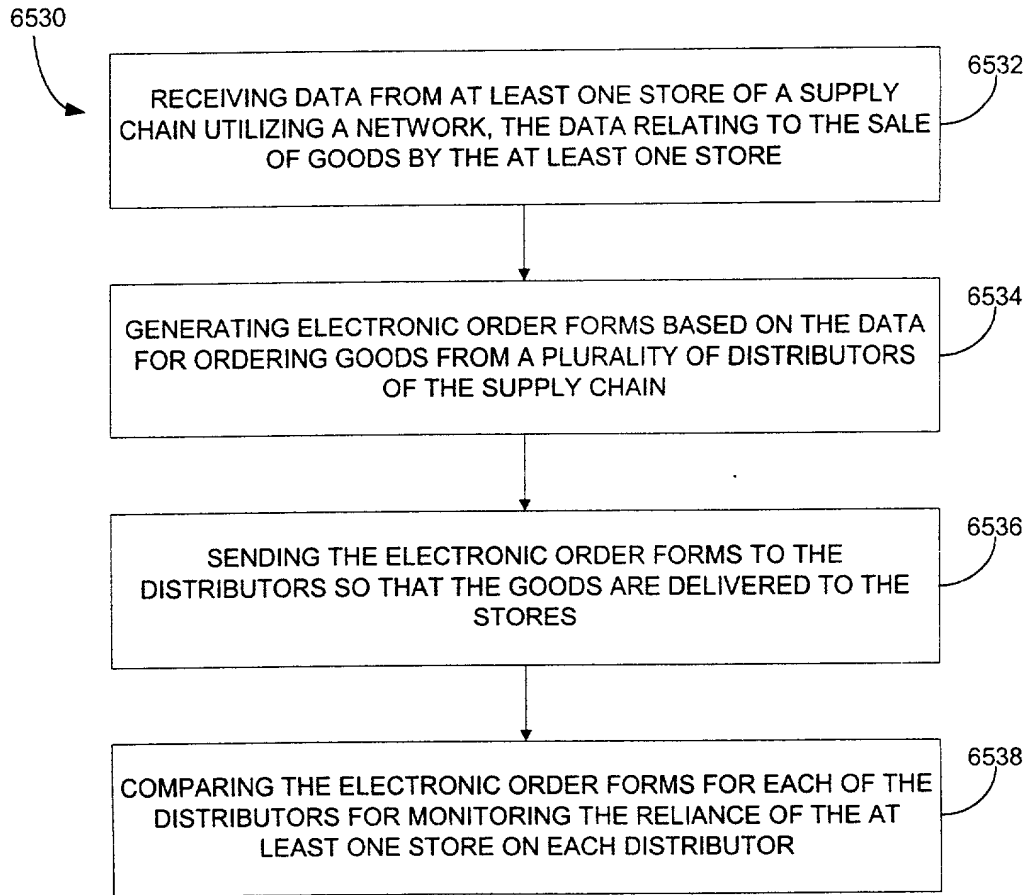


FIG. 65

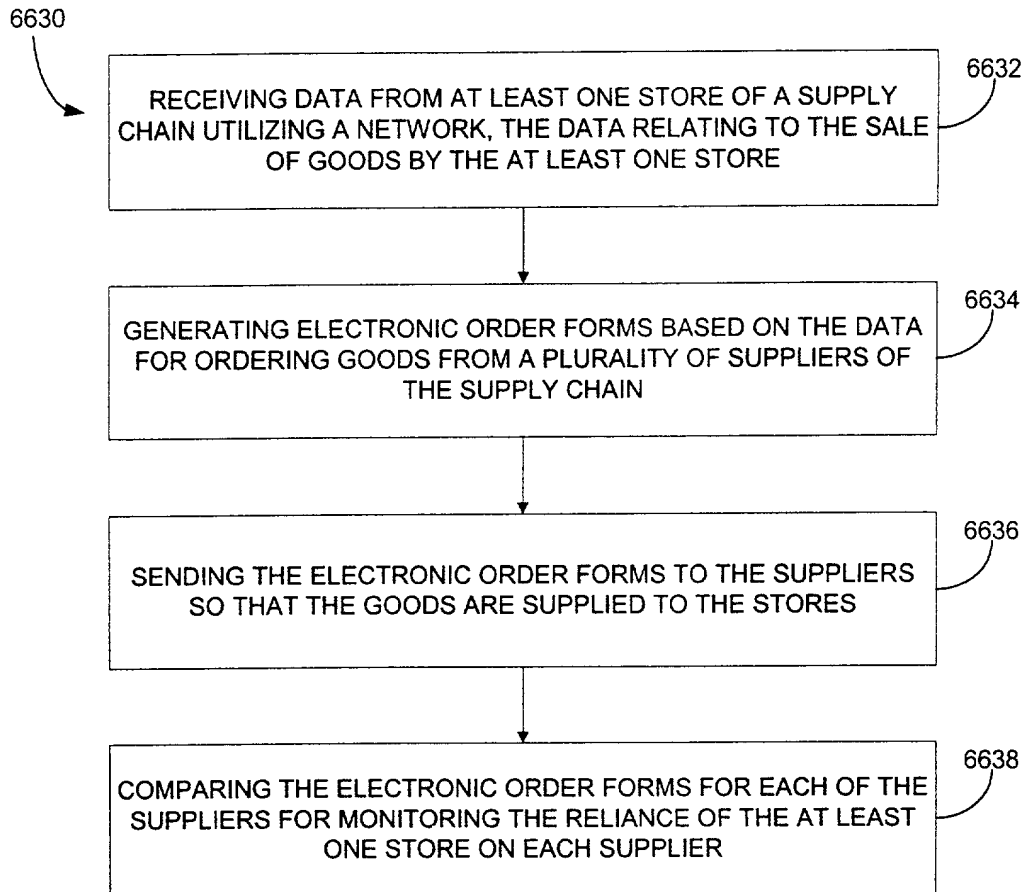


FIG. 66

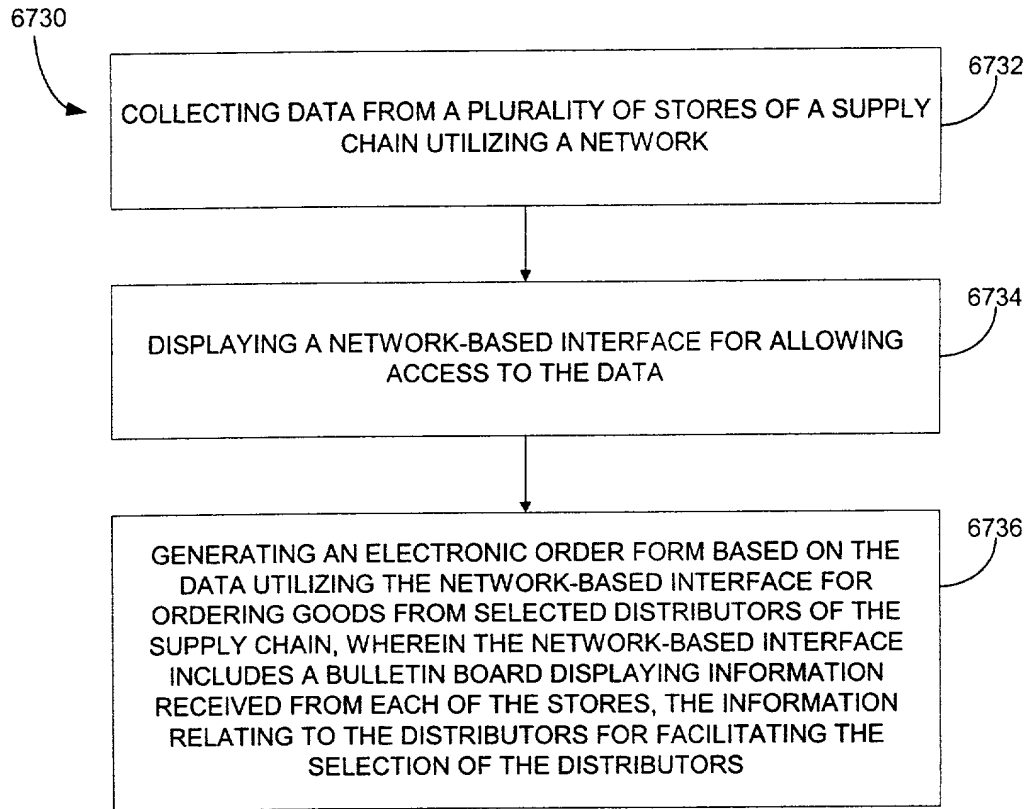


FIG. 67

6830

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY
CHAIN UTILIZING A NETWORK

6832

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA

6834

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE
DATA UTILIZING THE NETWORK-BASED INTERFACE FOR
ORDERING GOODS FROM A DISTRIBUTOR OR A SUPPLIER OF THE
SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE
INCLUDES A VIRTUAL CATALOG TO FACILITATE THE GENERATION
OF THE ELECTRONIC ORDER FORM

6836

FIG. 68

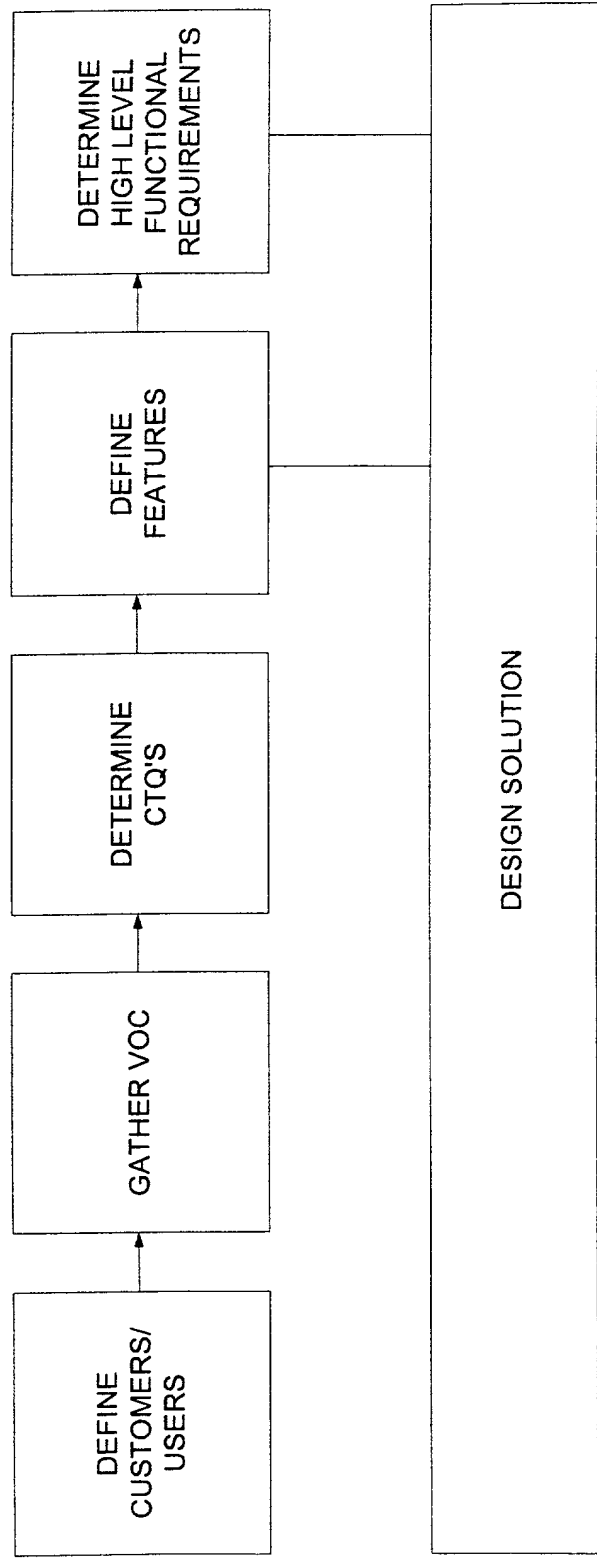


FIG. 69

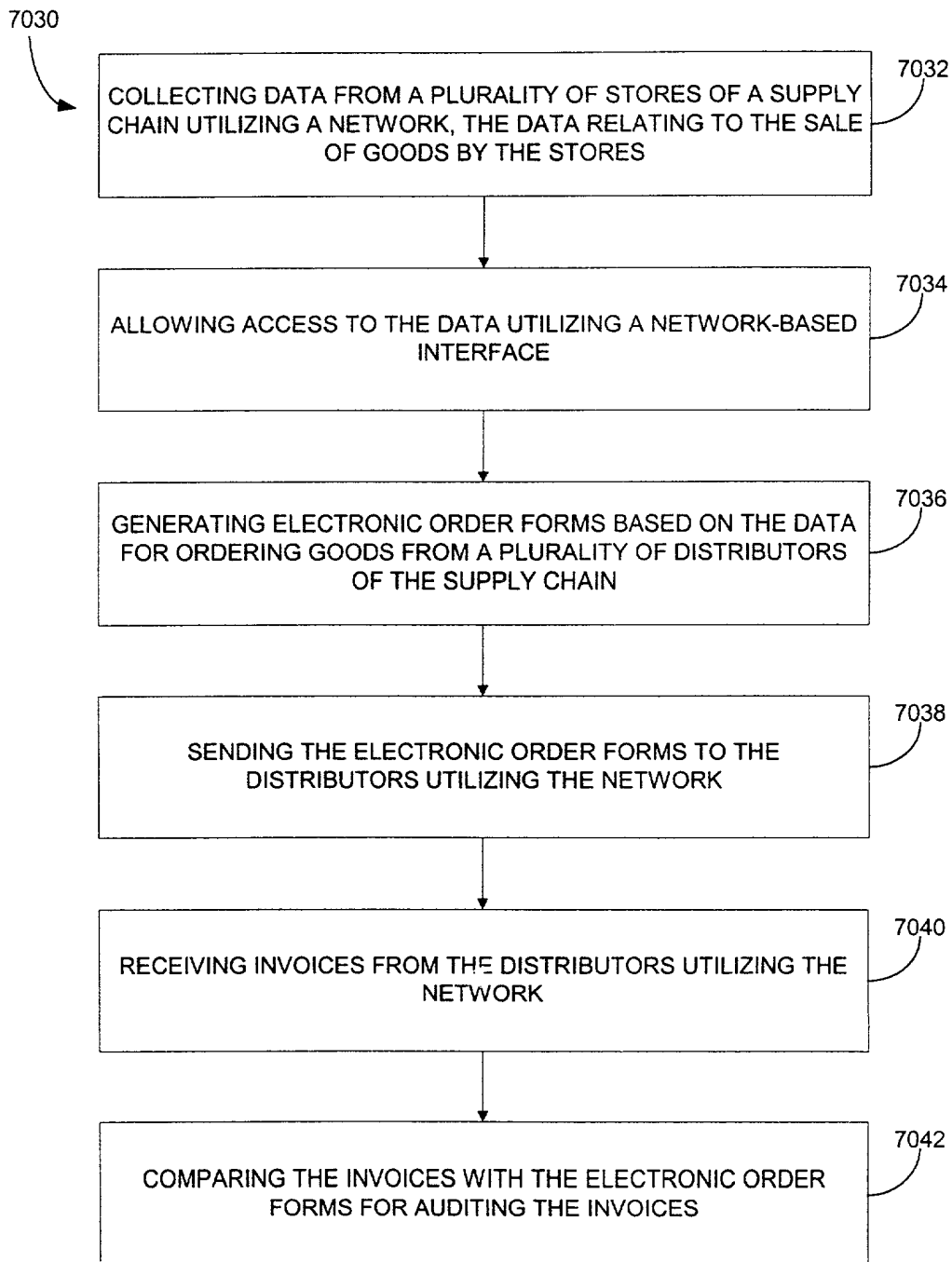


FIG. 70

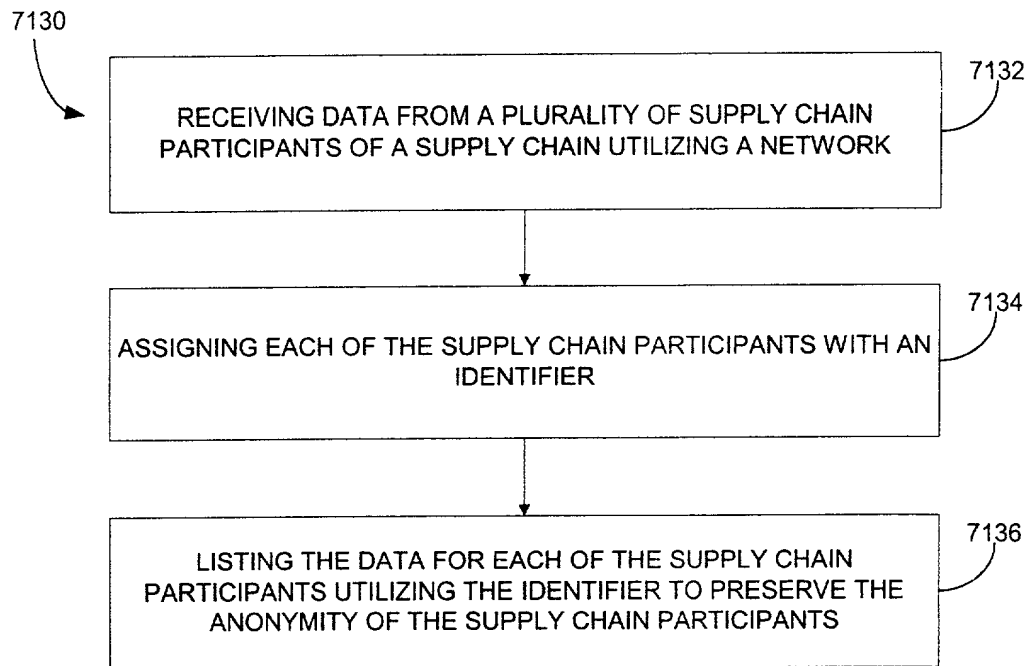


FIG. 71

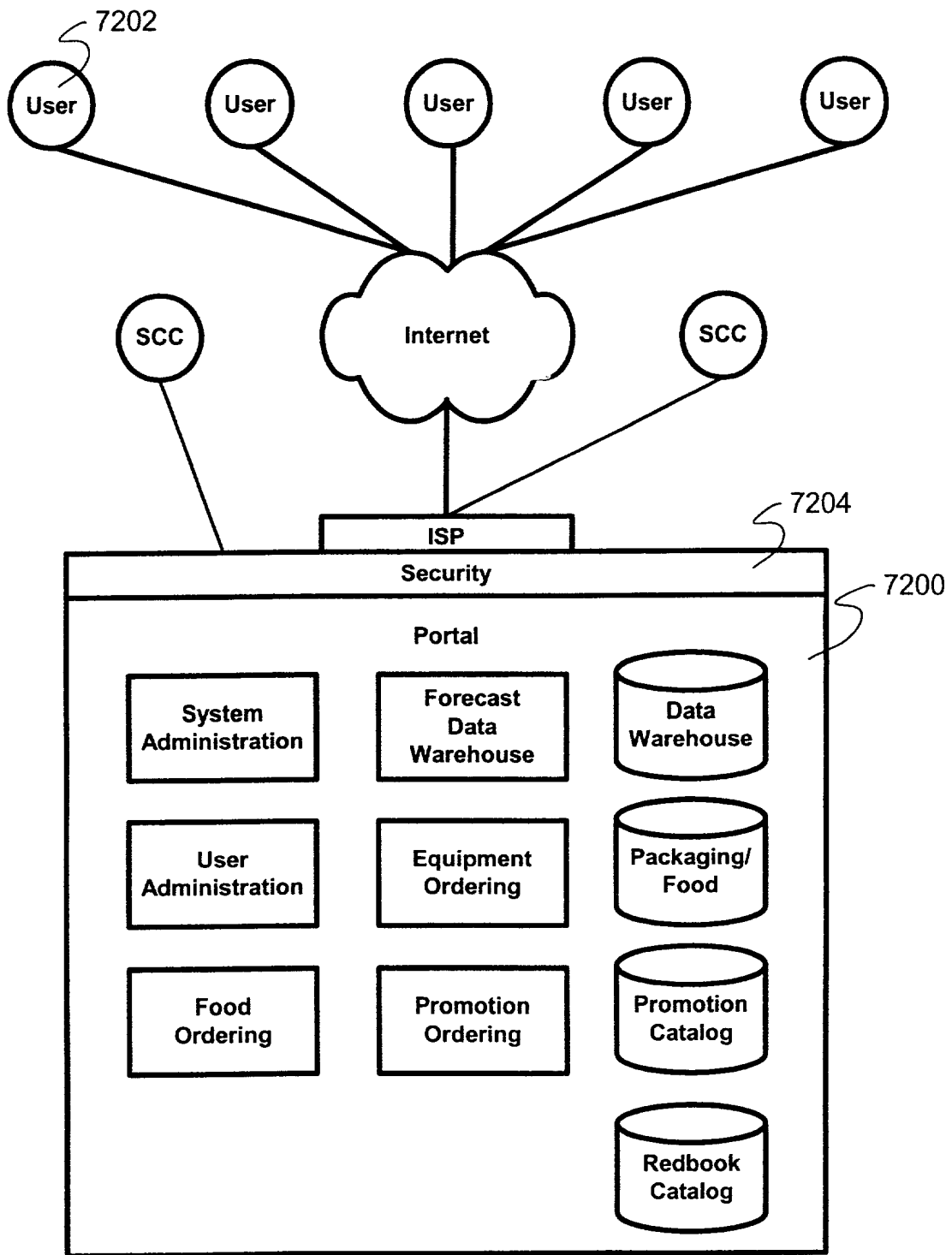


FIG. 72

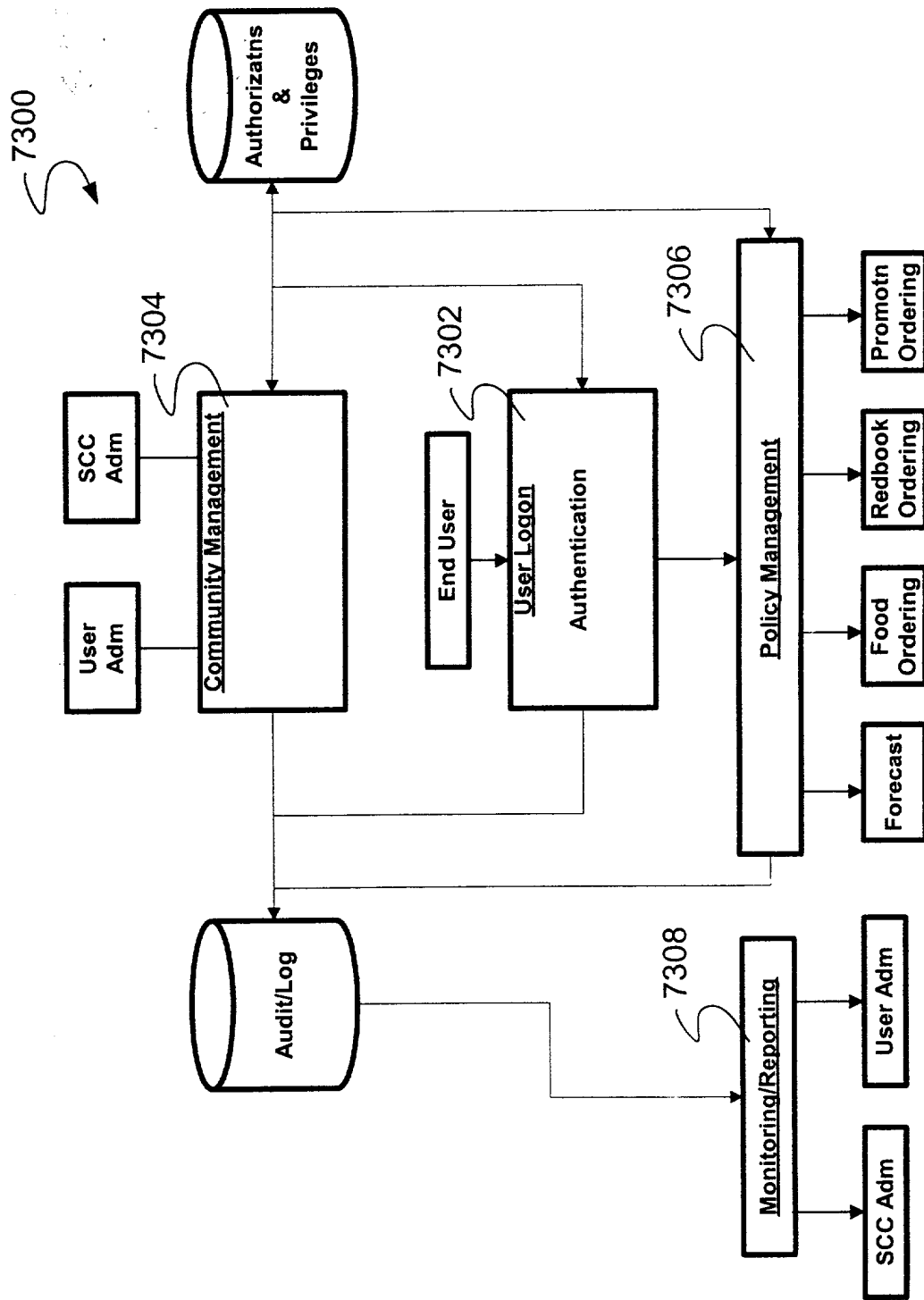


FIG. 73

7402

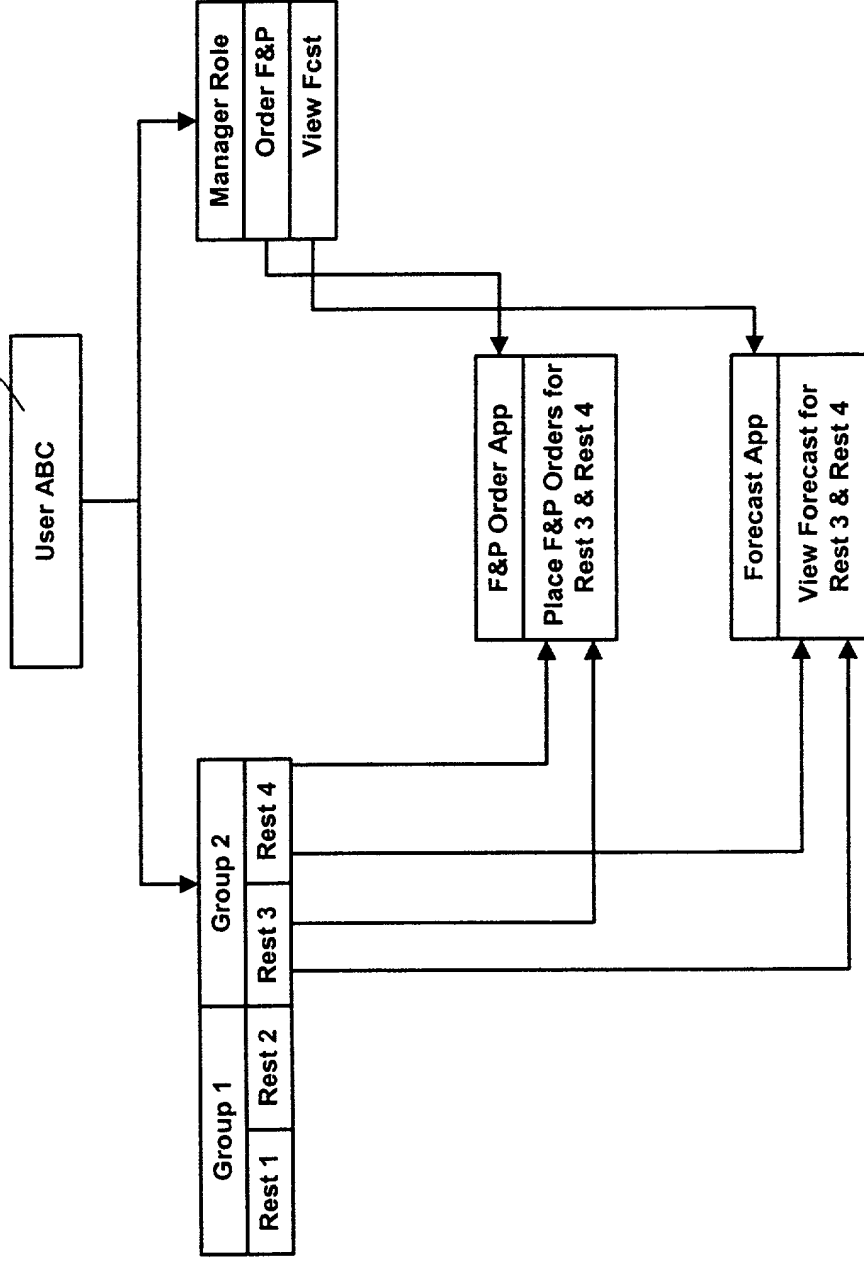


FIG. 74

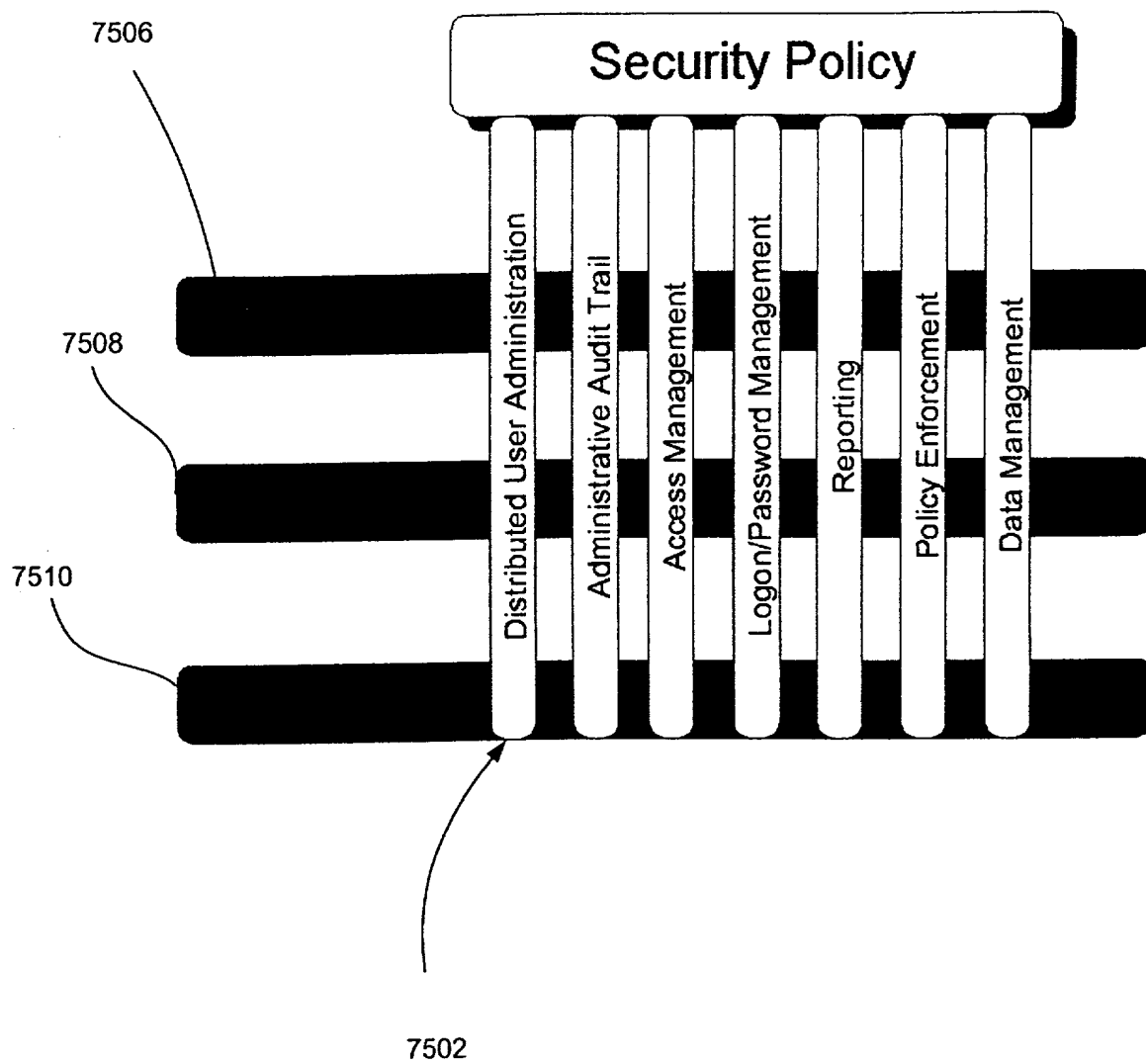


Fig. 75

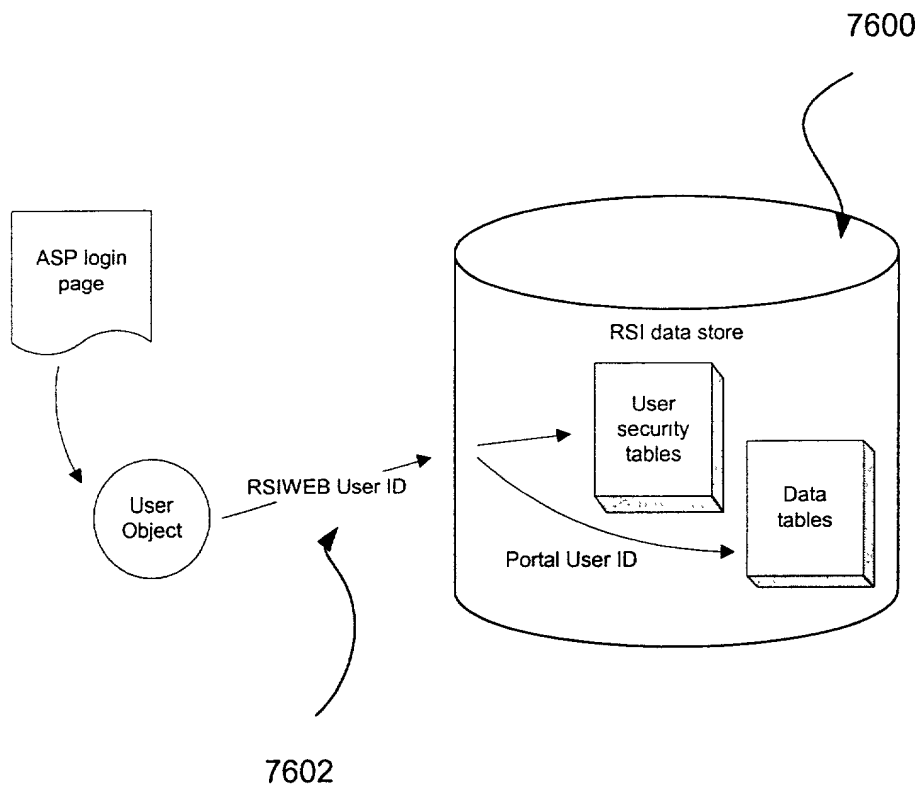


Fig. 76

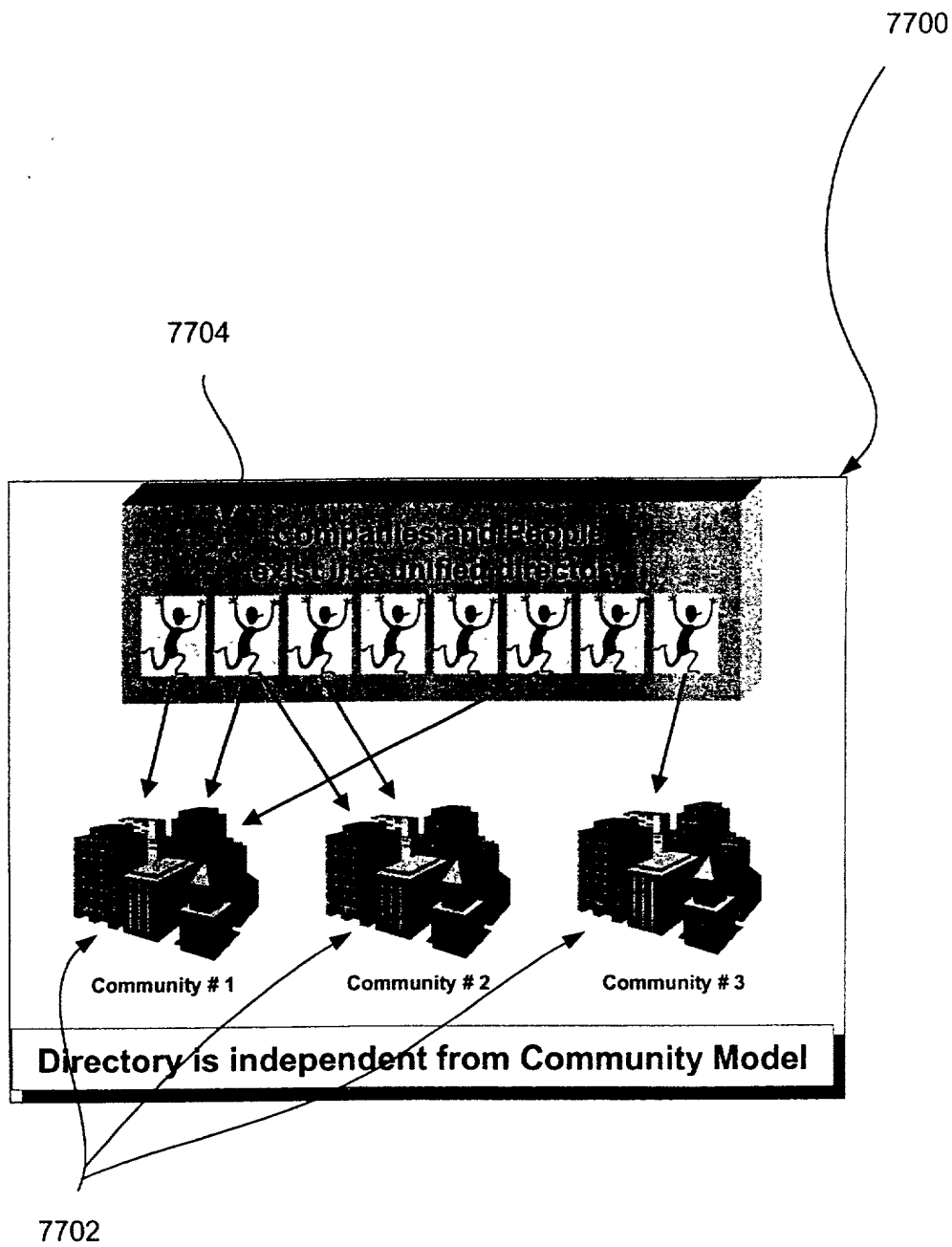


Fig. 77

7800

7802

7804

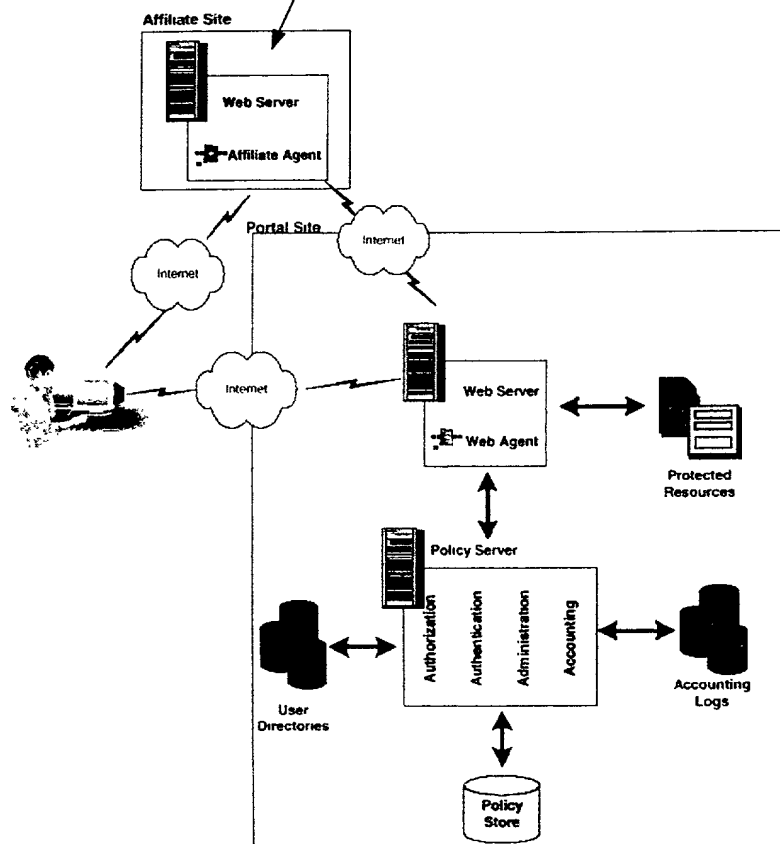


Fig. 78

7900

7902

Policy-Based Web Security Model

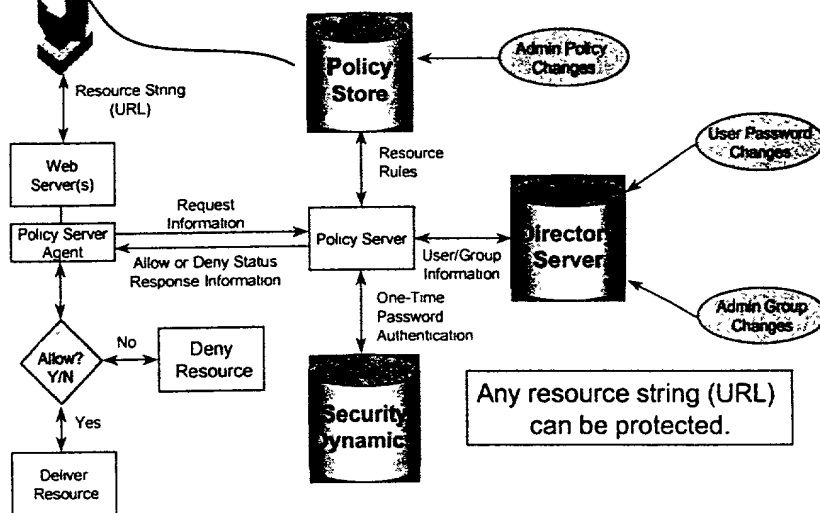


Fig. 79

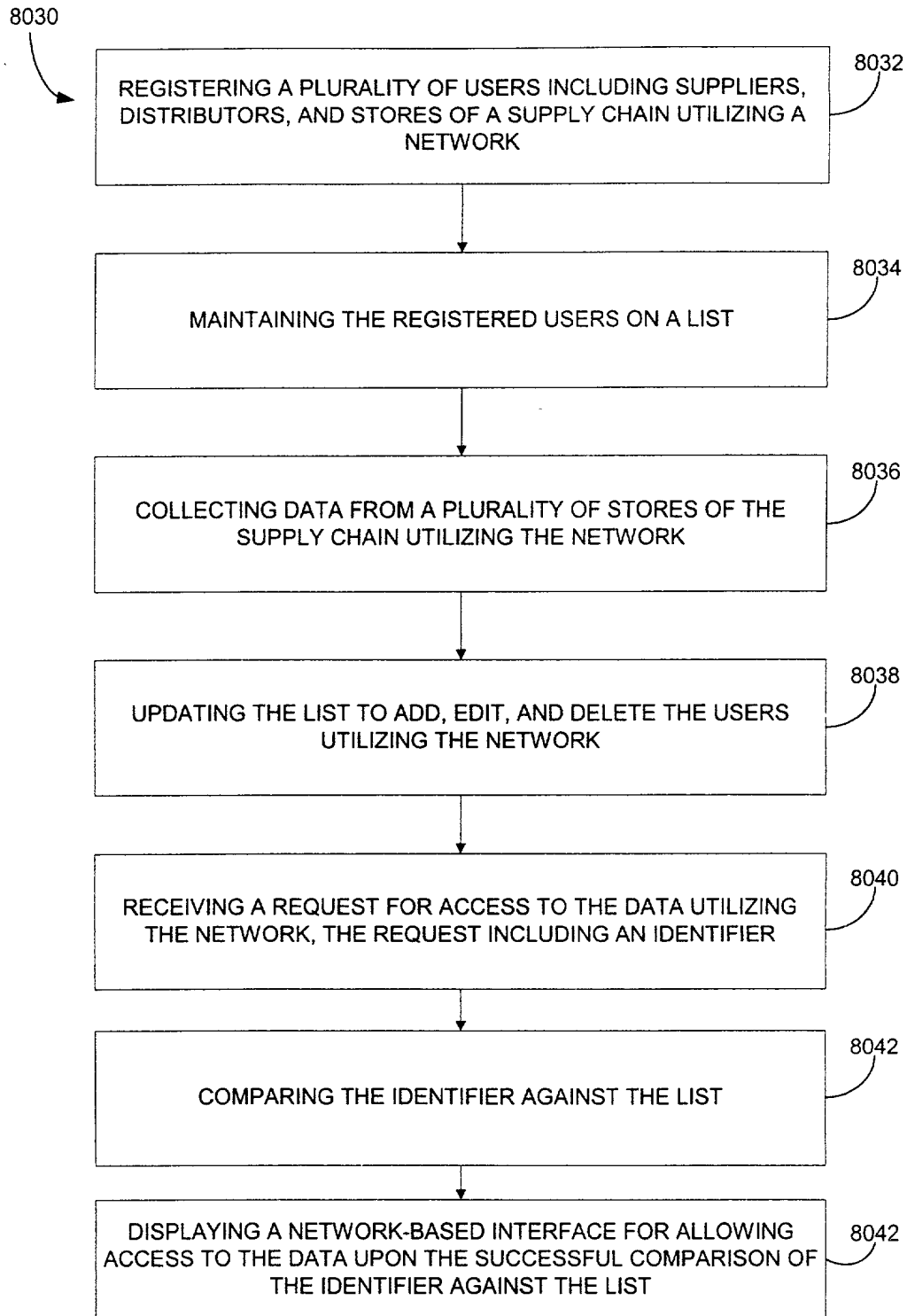


FIG. 80

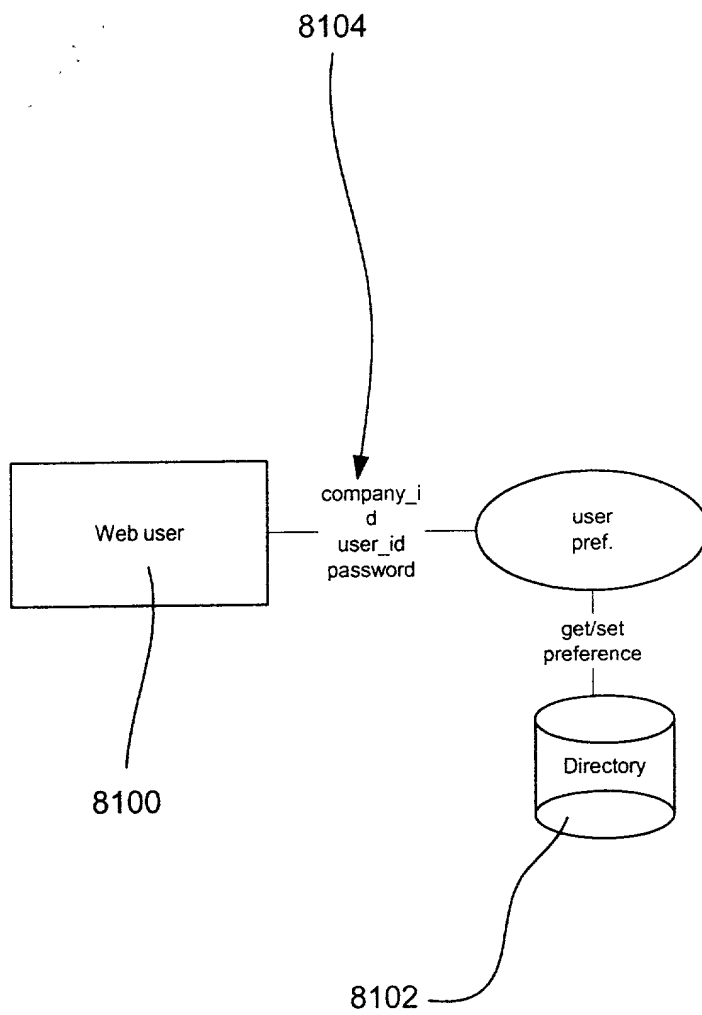


Fig. 81

8200

8202

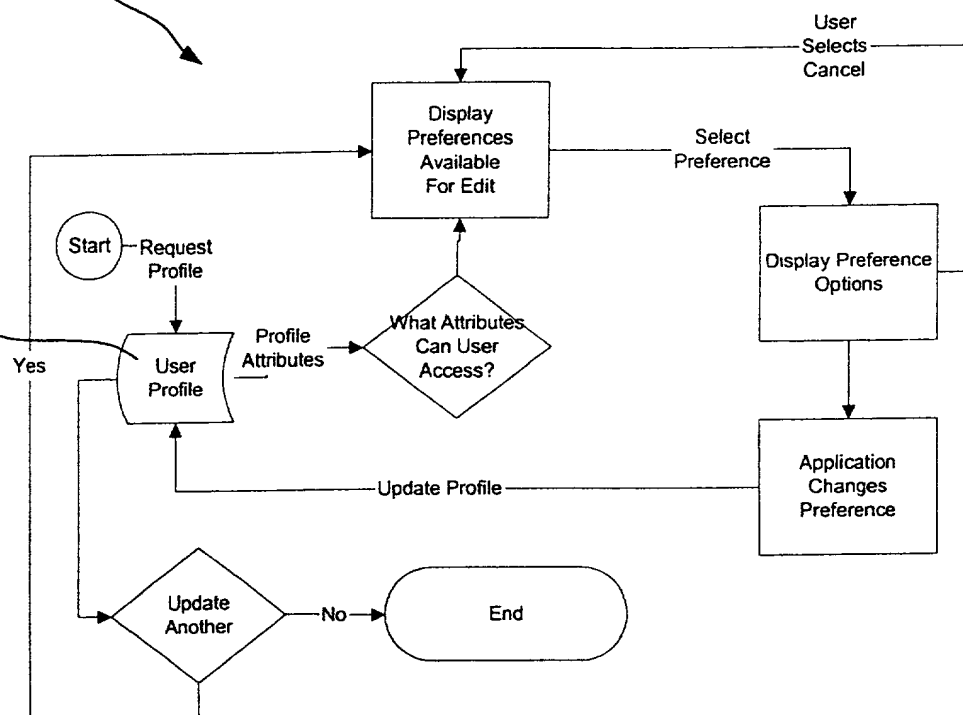


Fig. 82

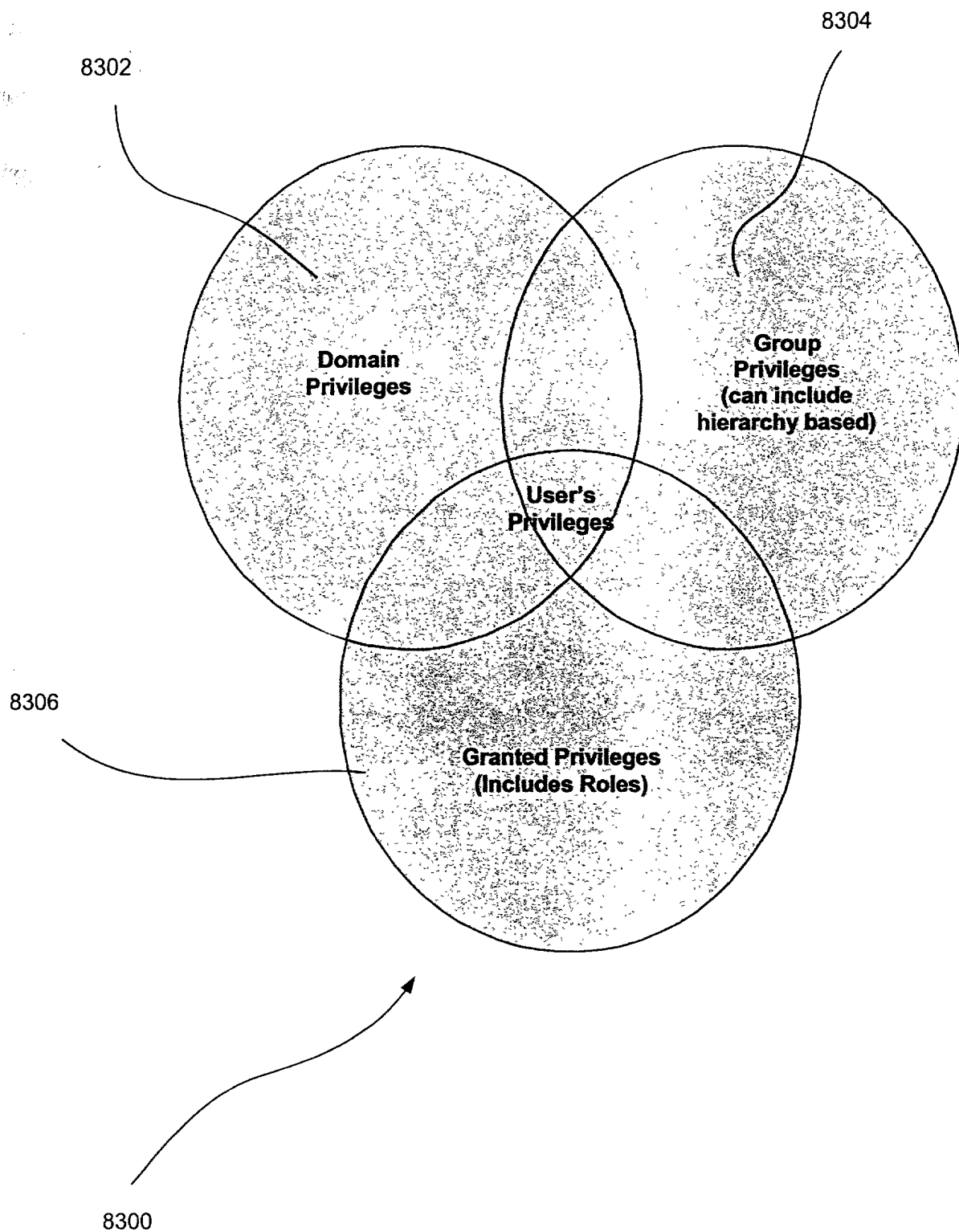


Fig. 83

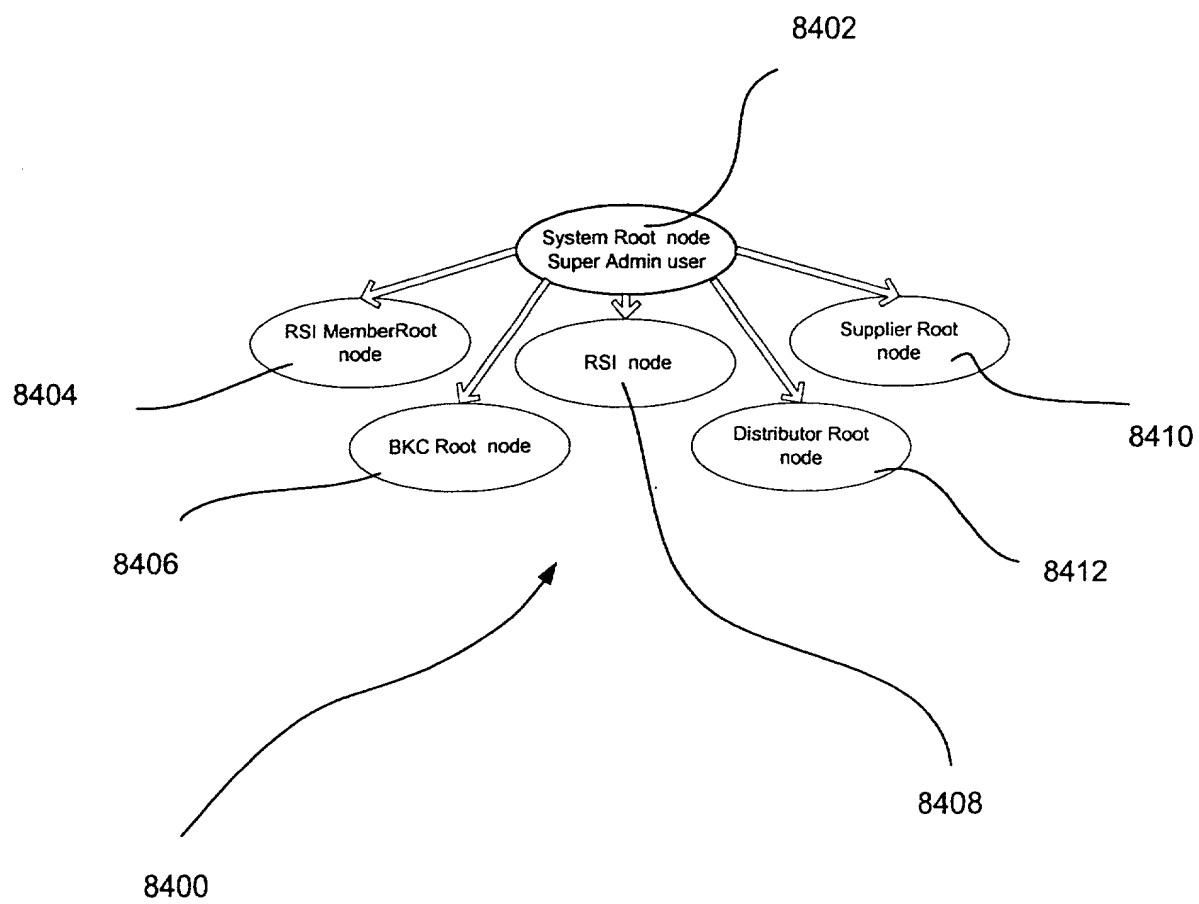


Fig. 84

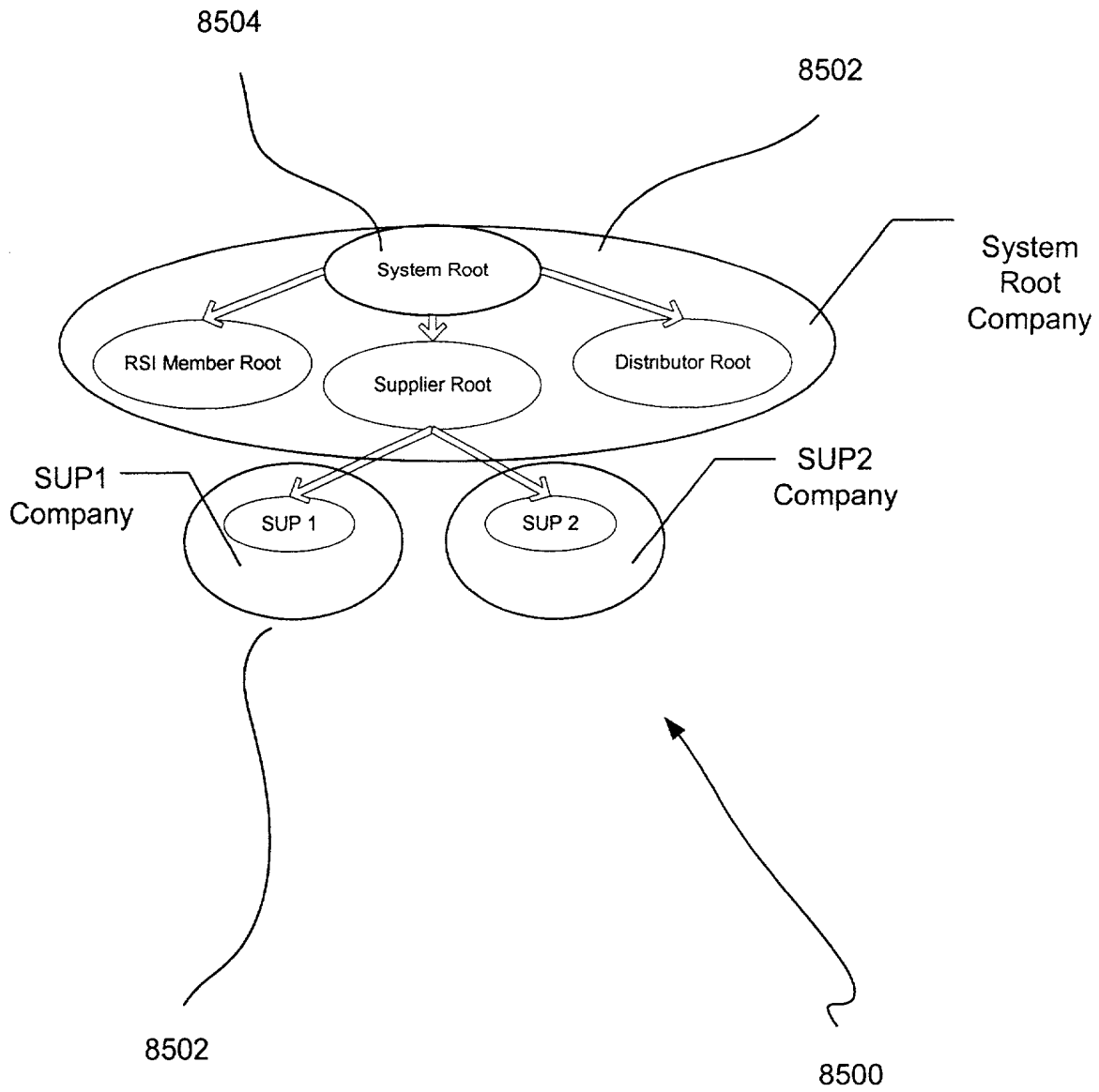


Fig. 85

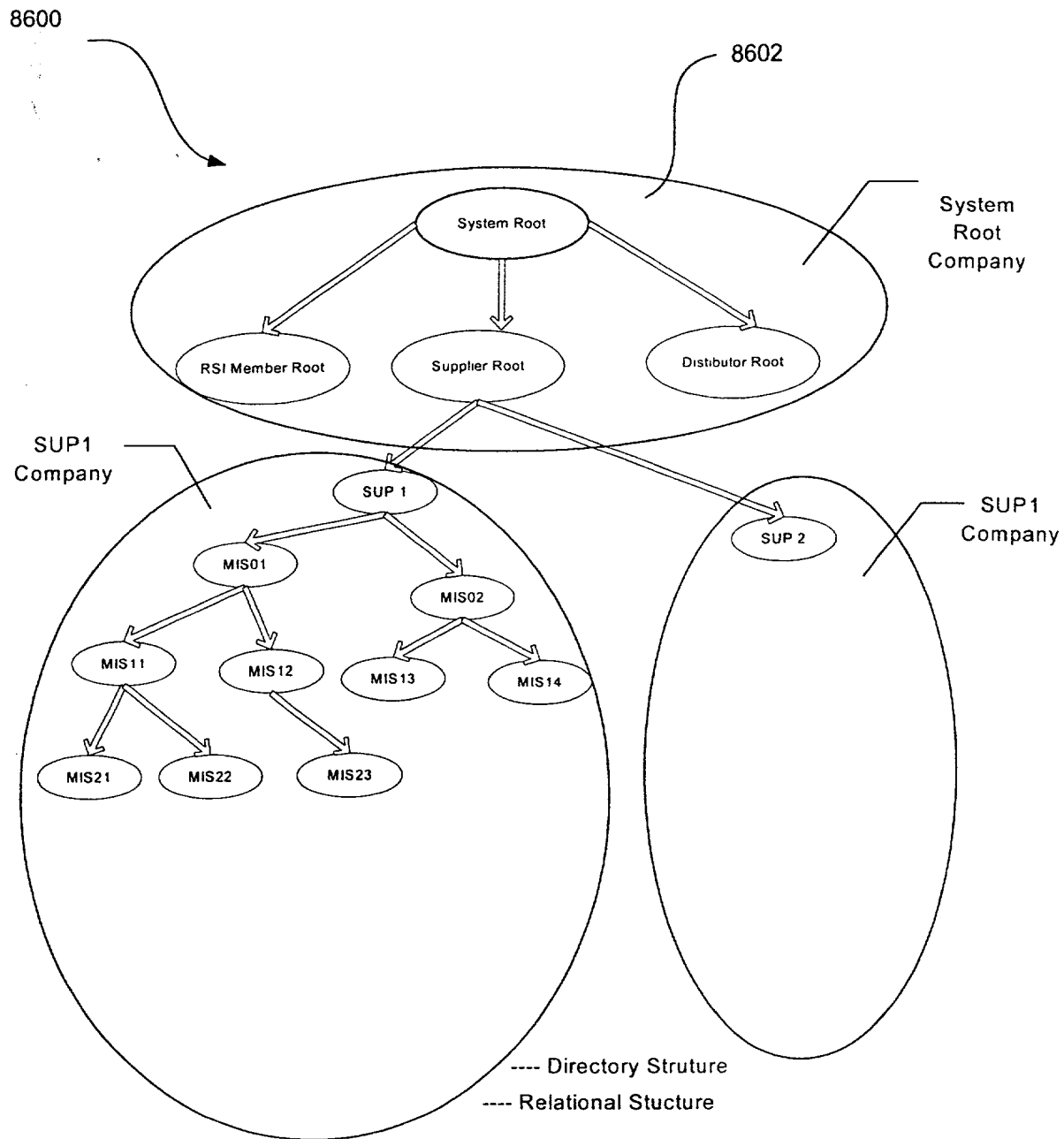
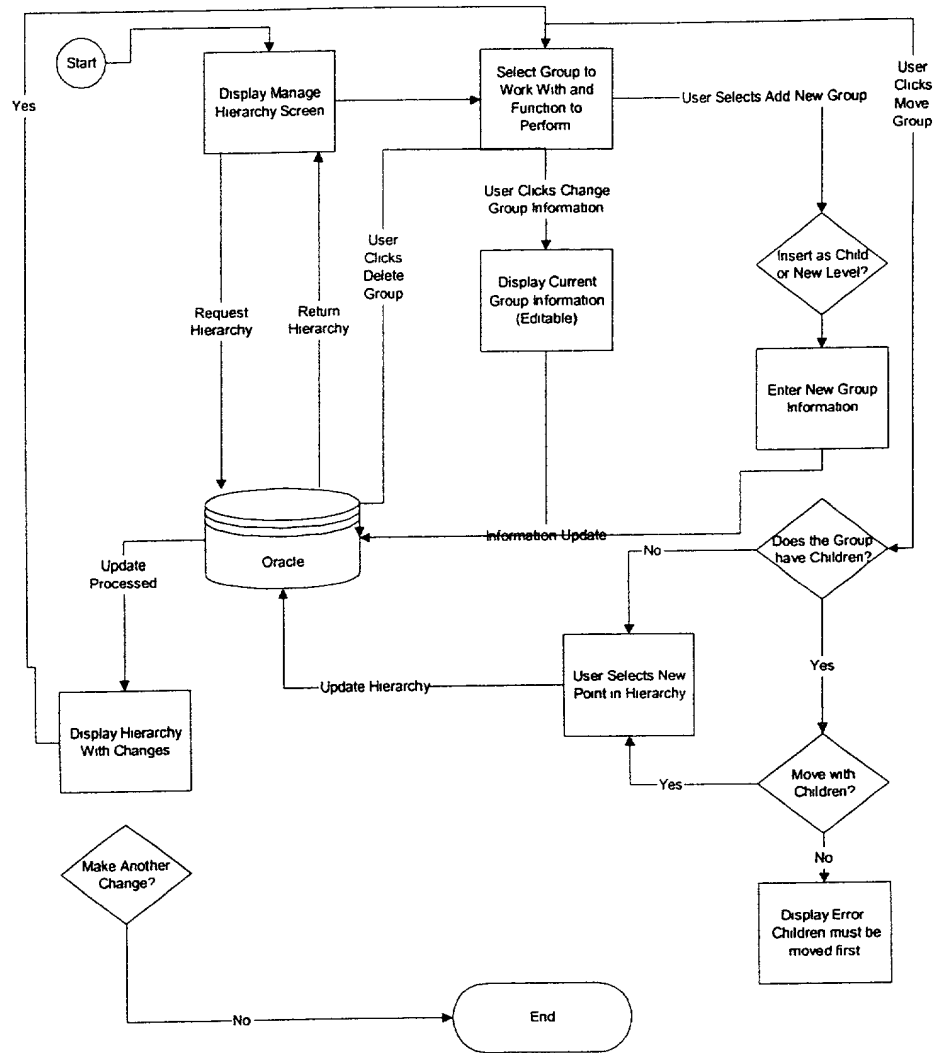


Fig. 86

8700

Group Hierarchy Management: Data Flow**Fig. 87**

8800

8804

8802

8800

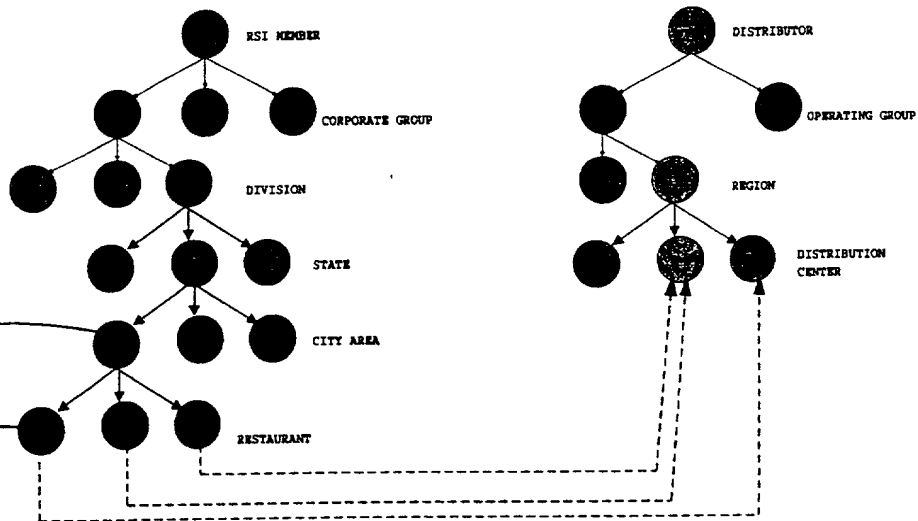


Fig. 88

8902

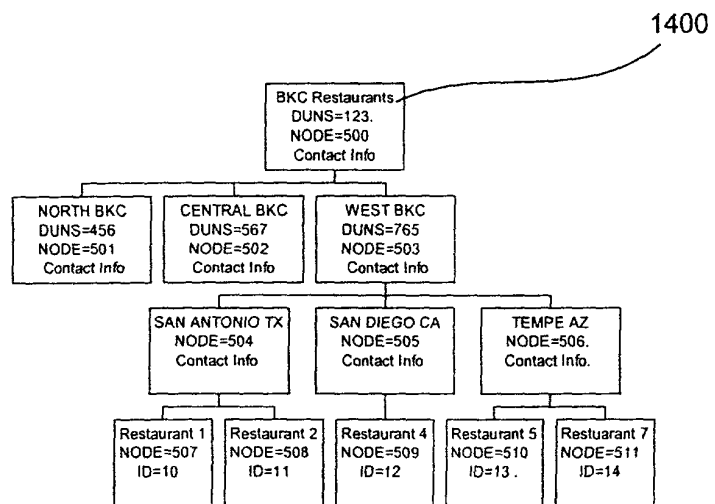


Fig. 89

9000

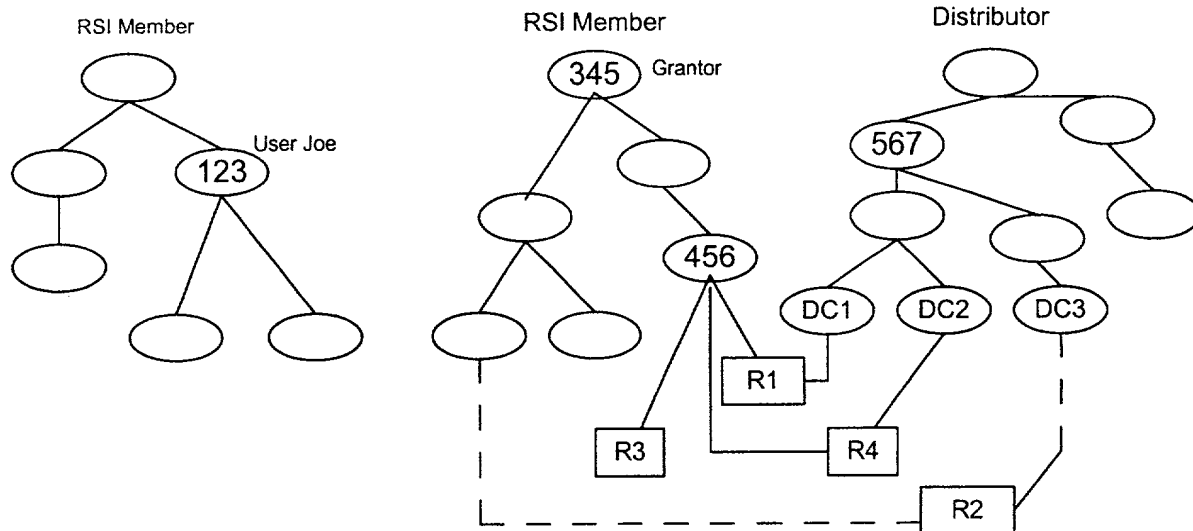


FIG. 90

9100

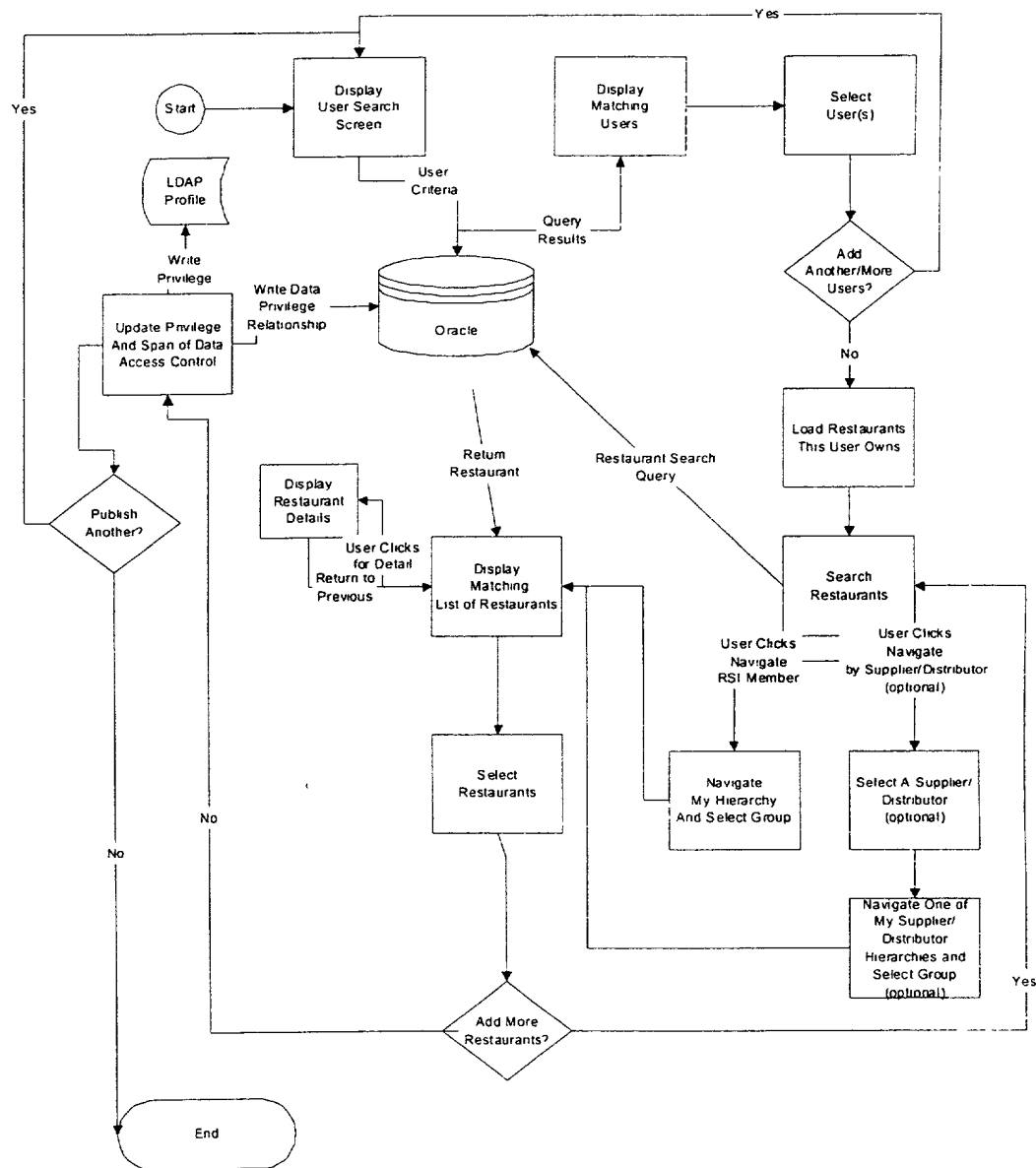


Fig. 91

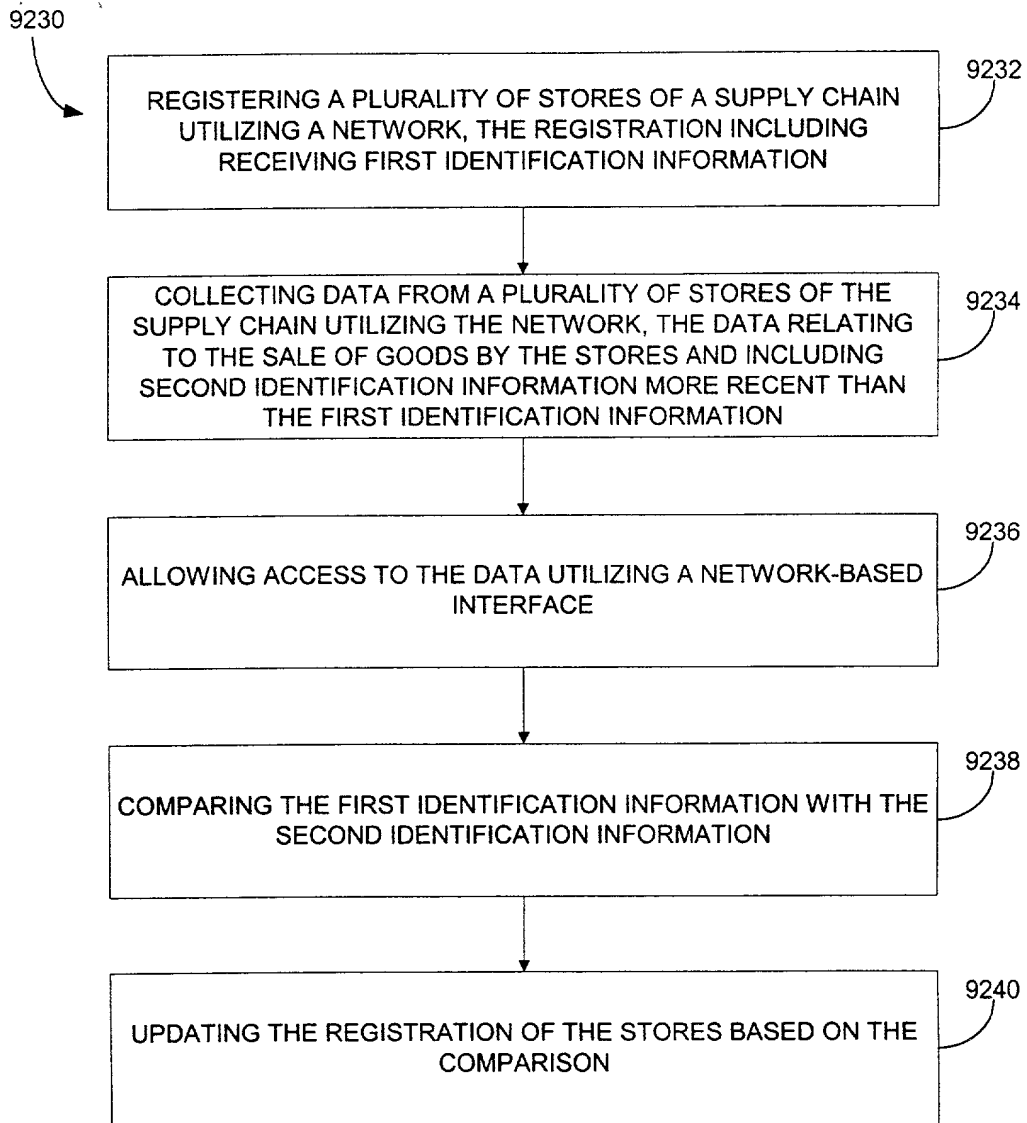


FIG. 92

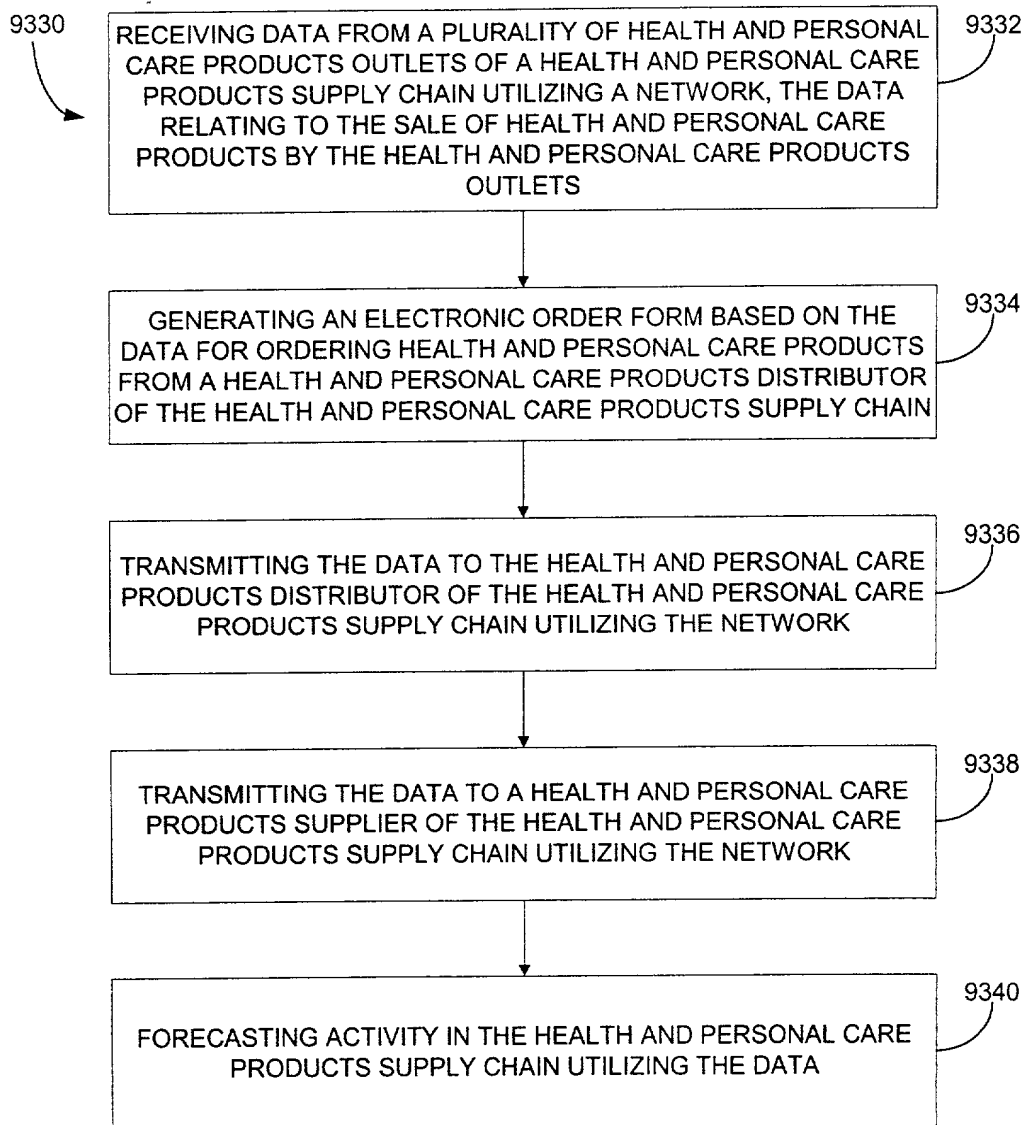


FIG. 93

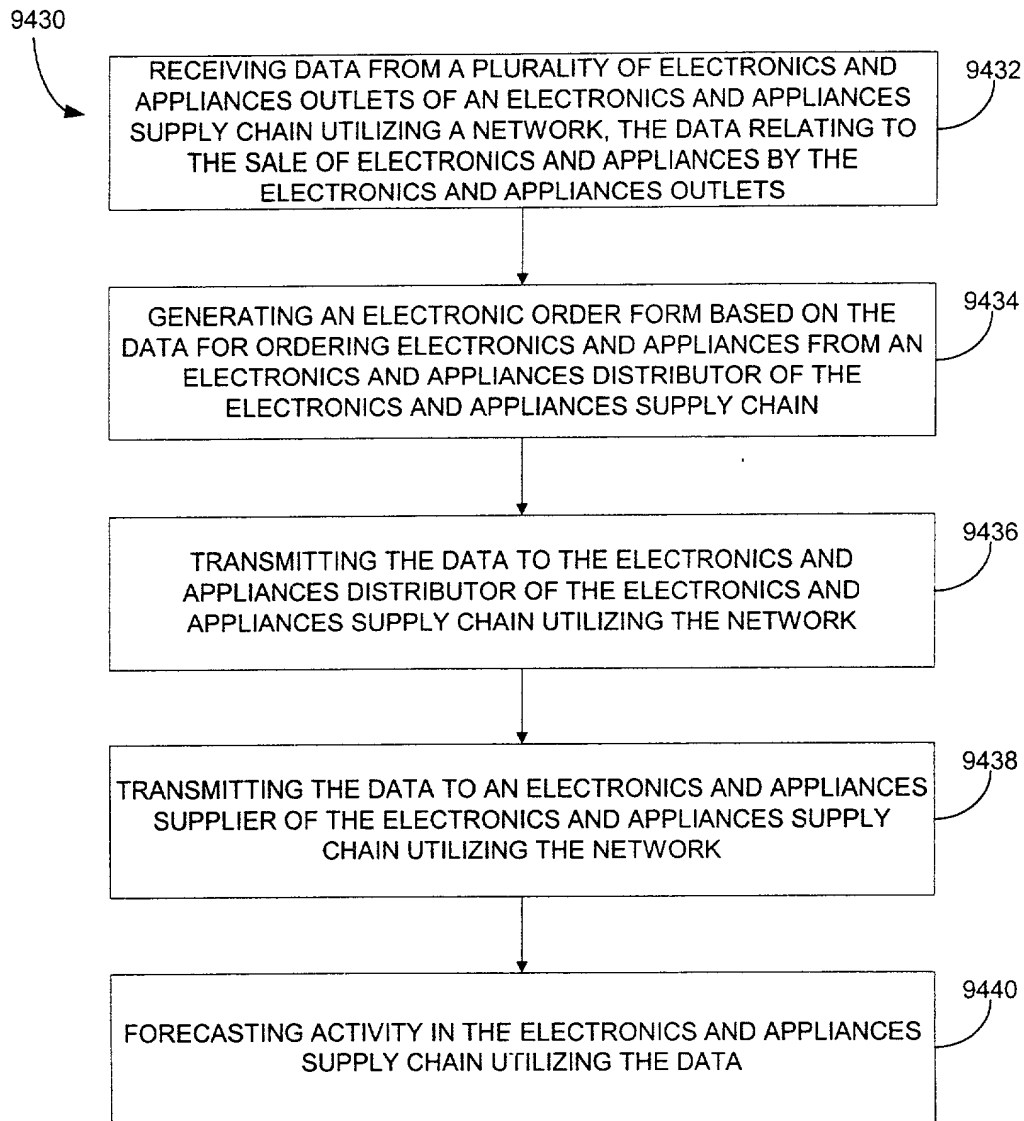


FIG. 94

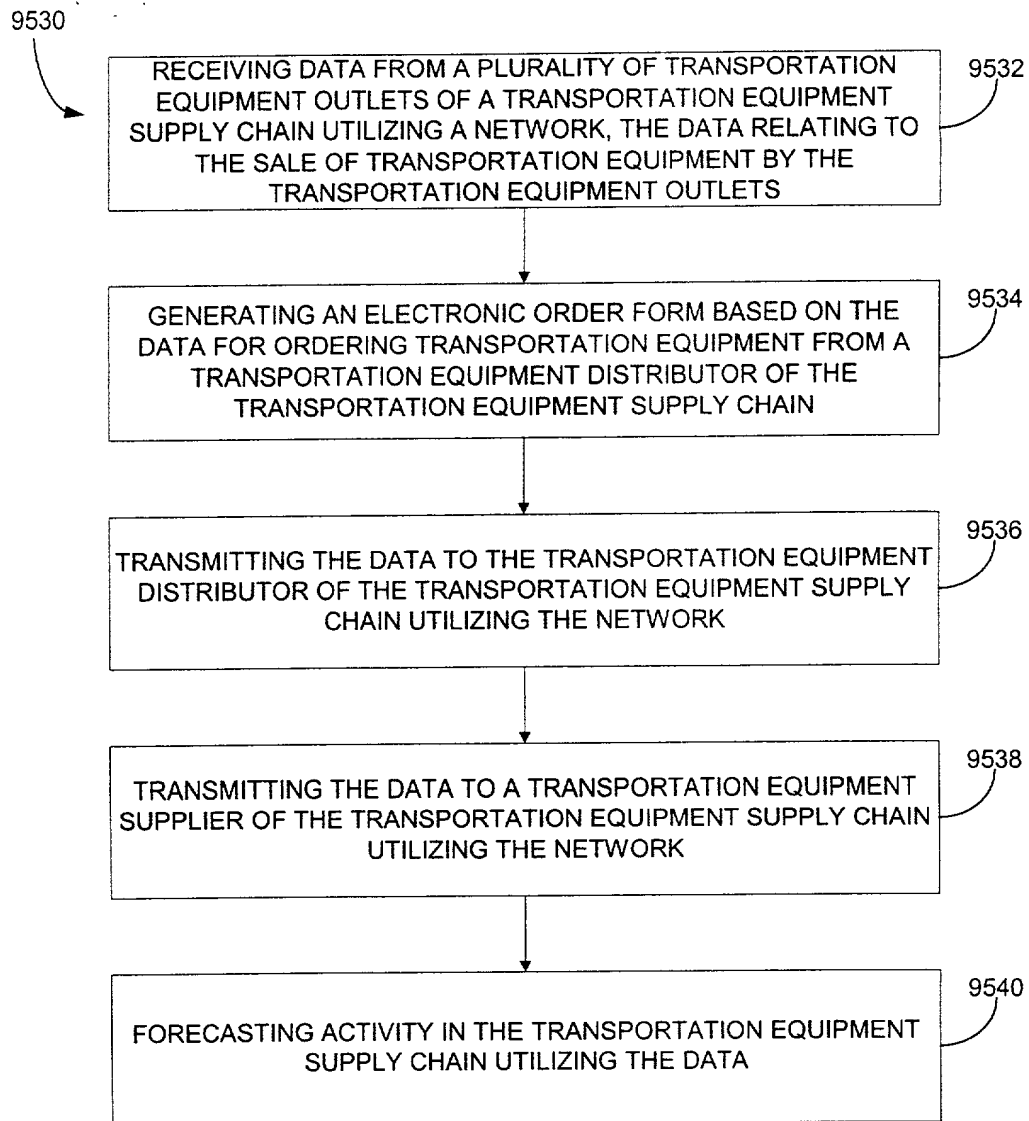


FIG. 95

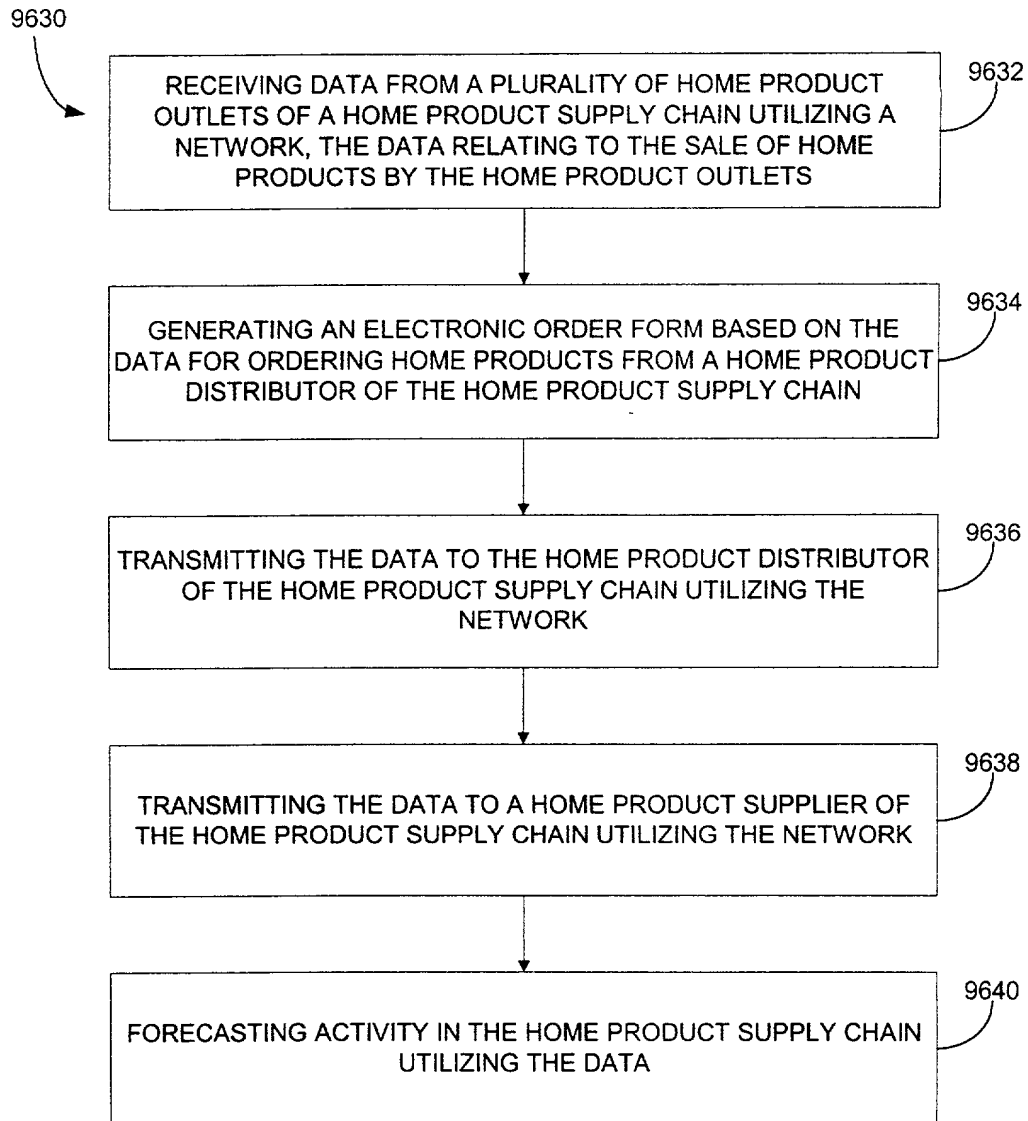


FIG. 96

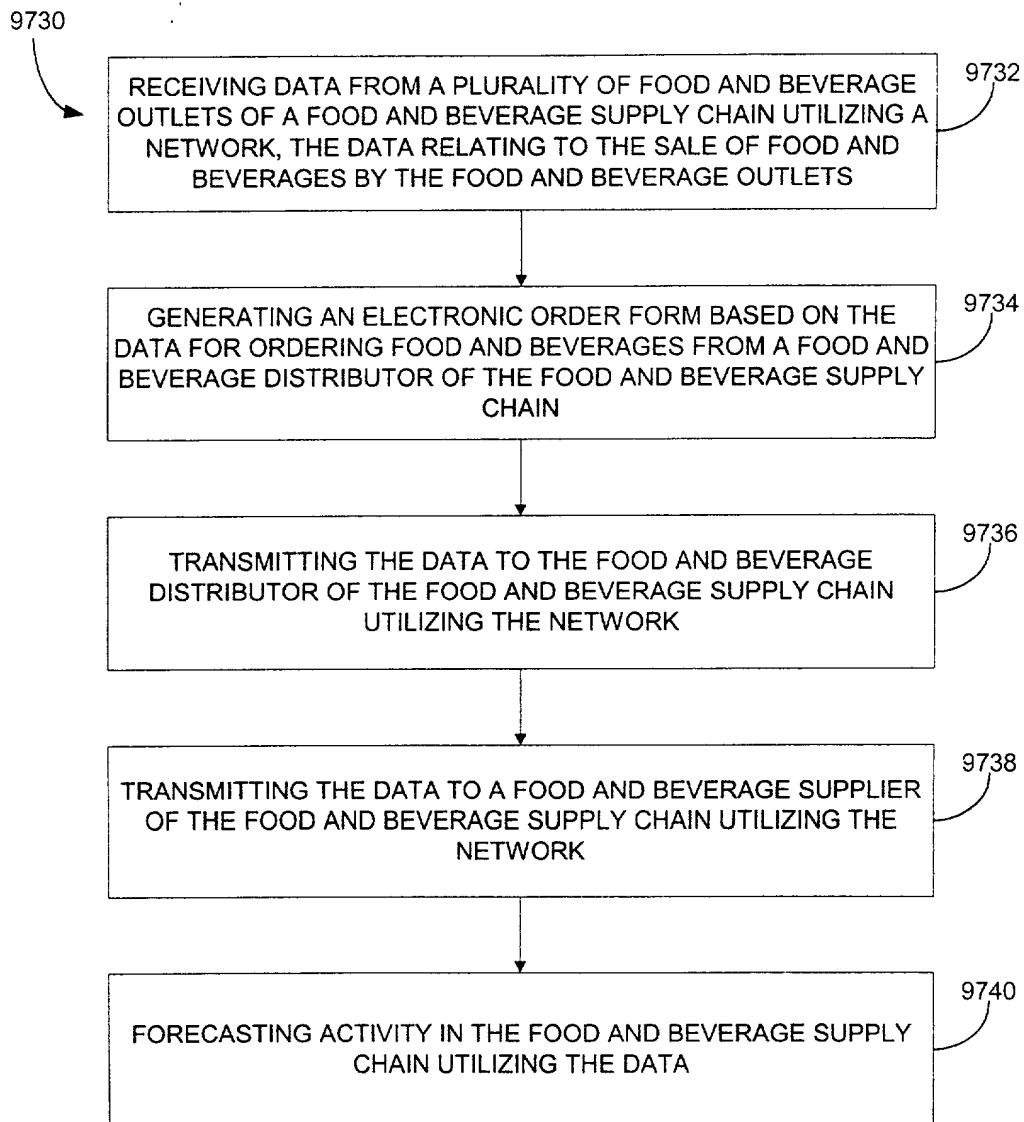


FIG. 97

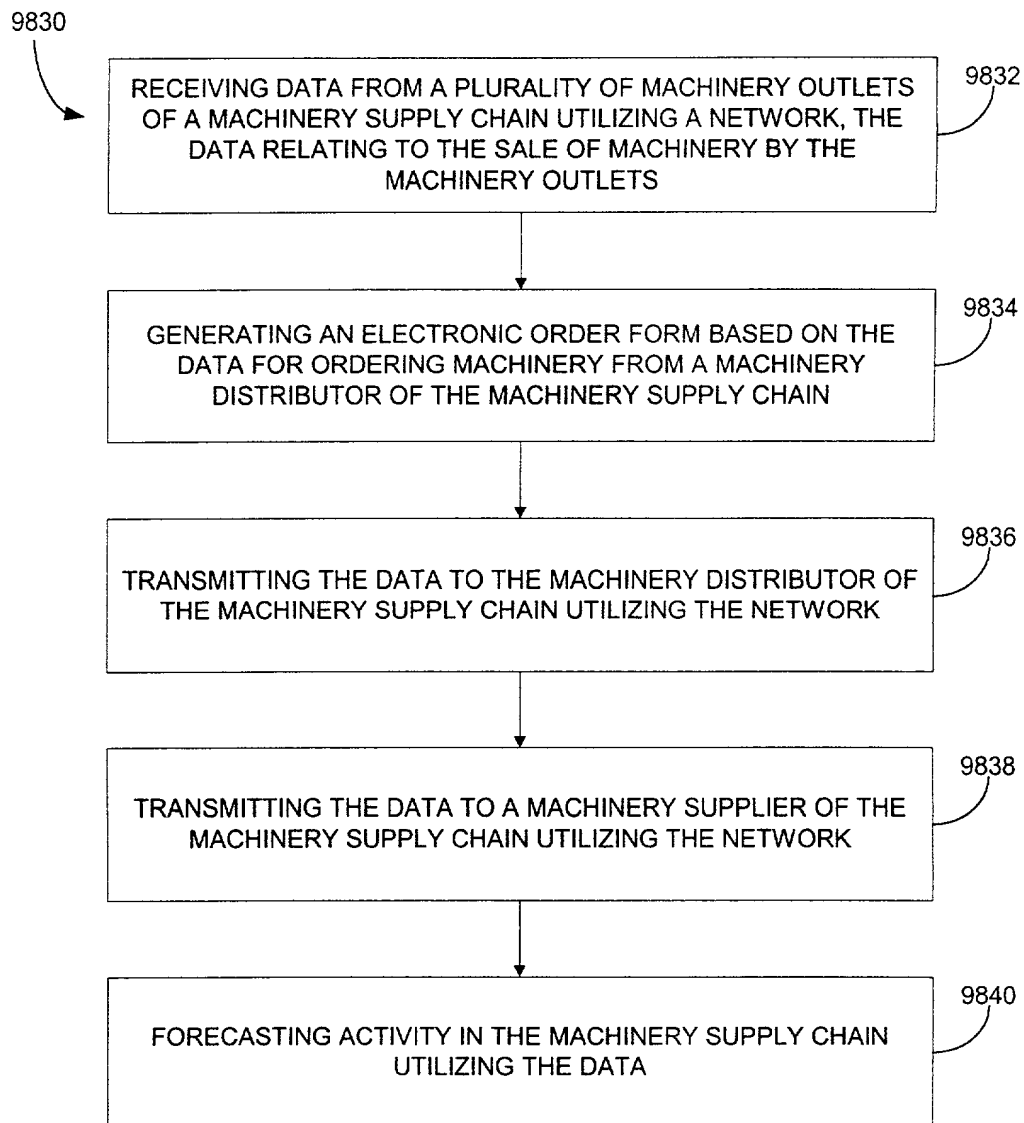


FIG. 98

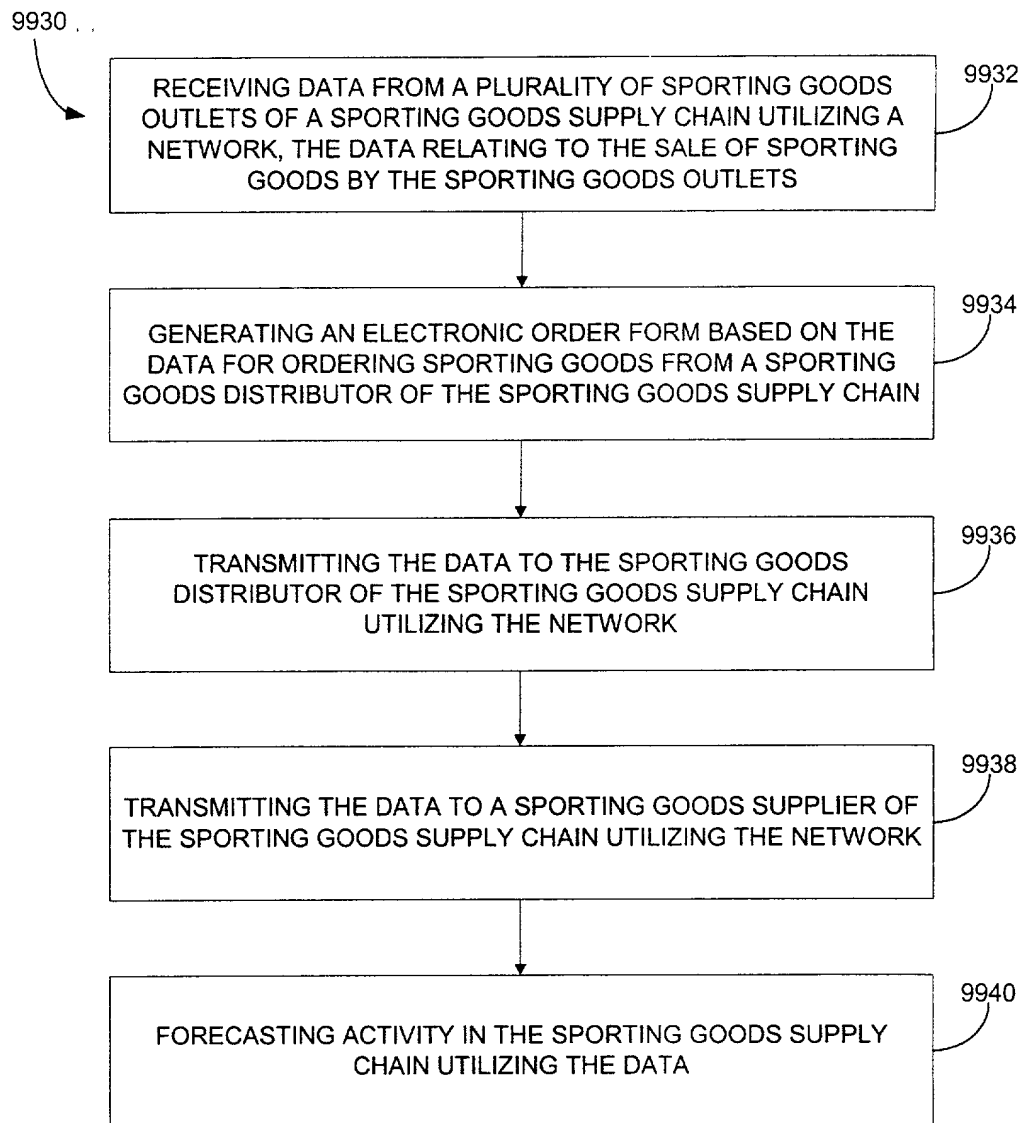


FIG. 99

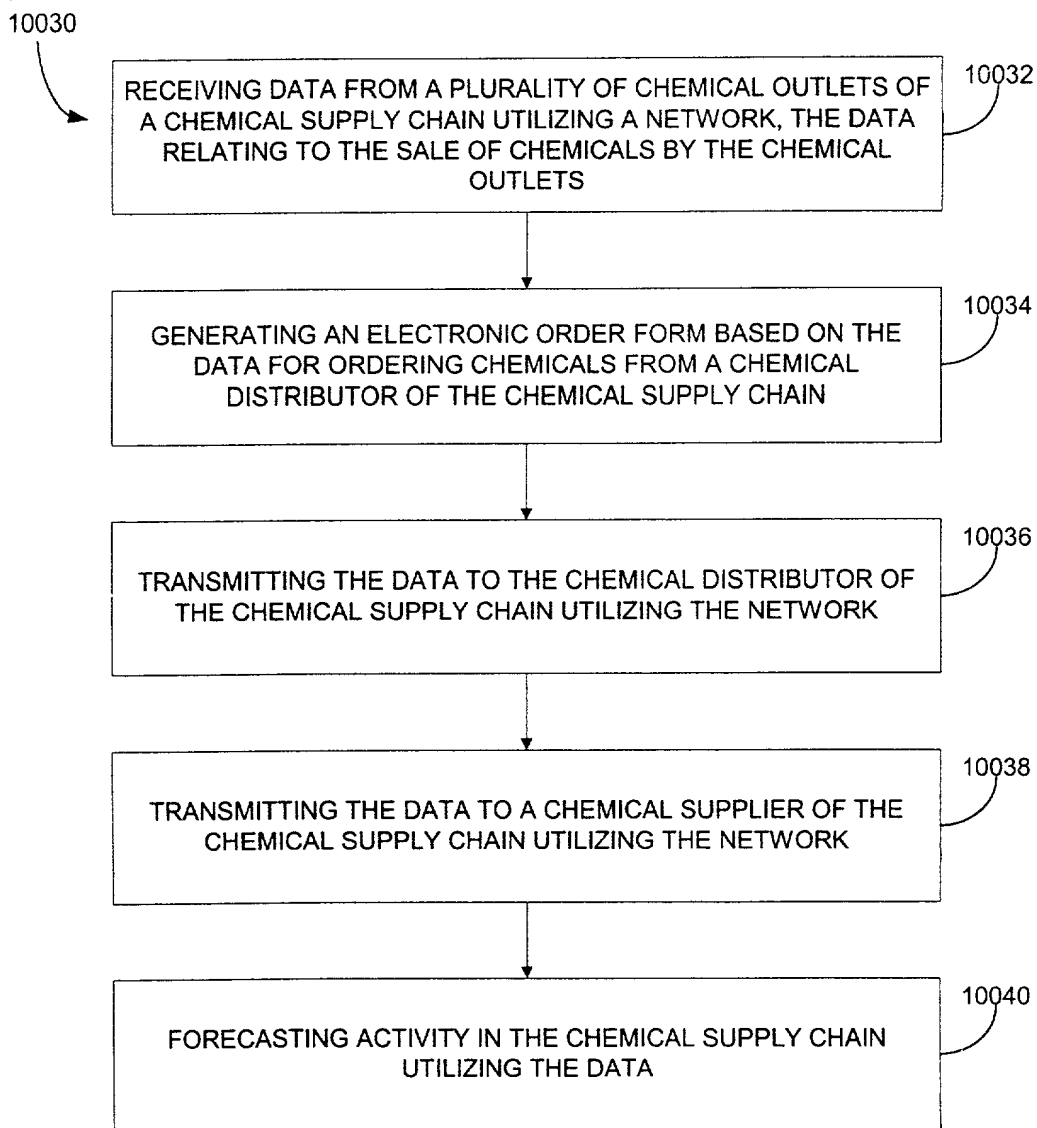


FIG. 100

10130

RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS

10132

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN

10134

TRANSMITTING THE DATA TO THE DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK

10136

TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK

10138

FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA

10140

FIG. 101

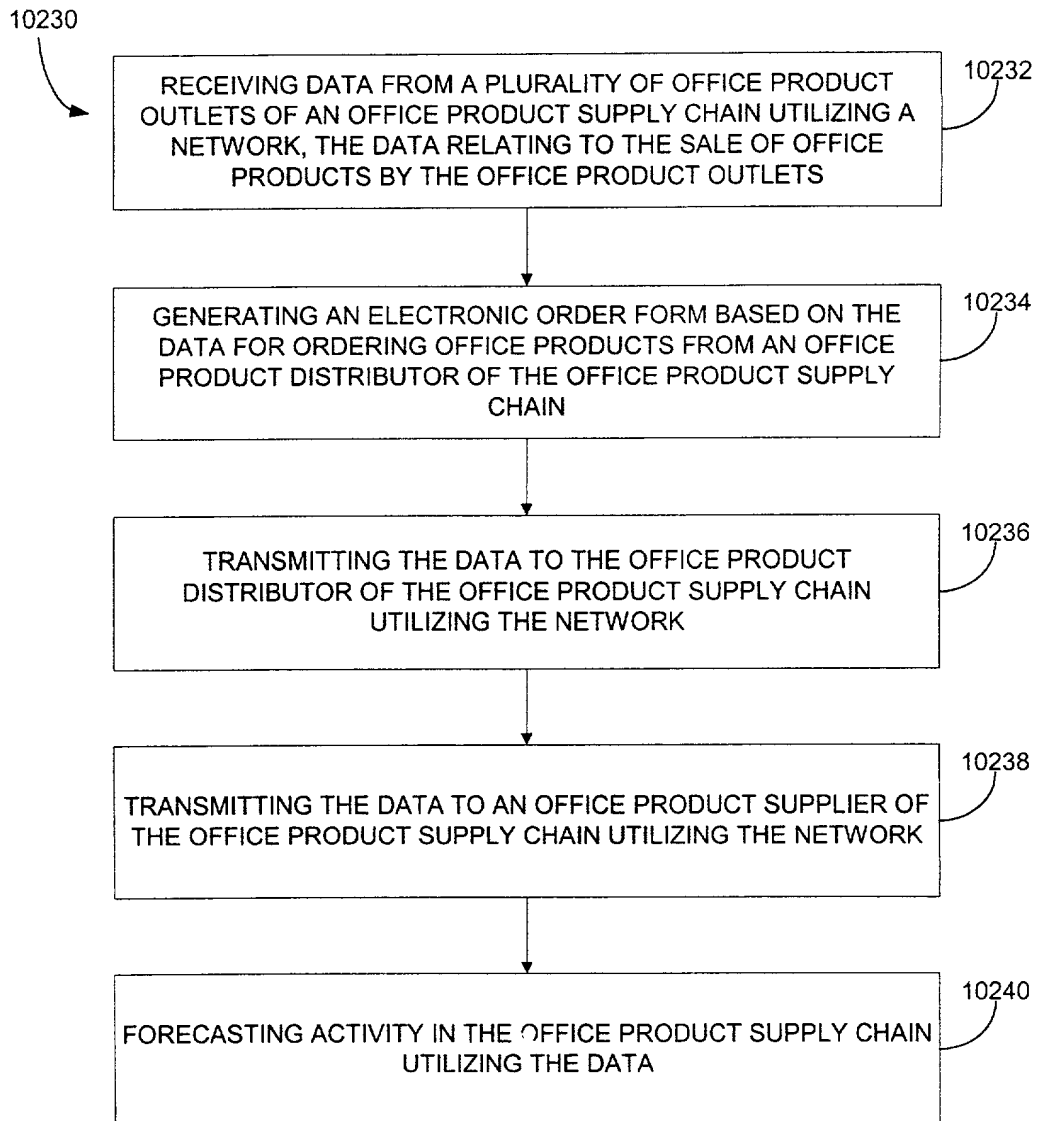


FIG. 102A

10260

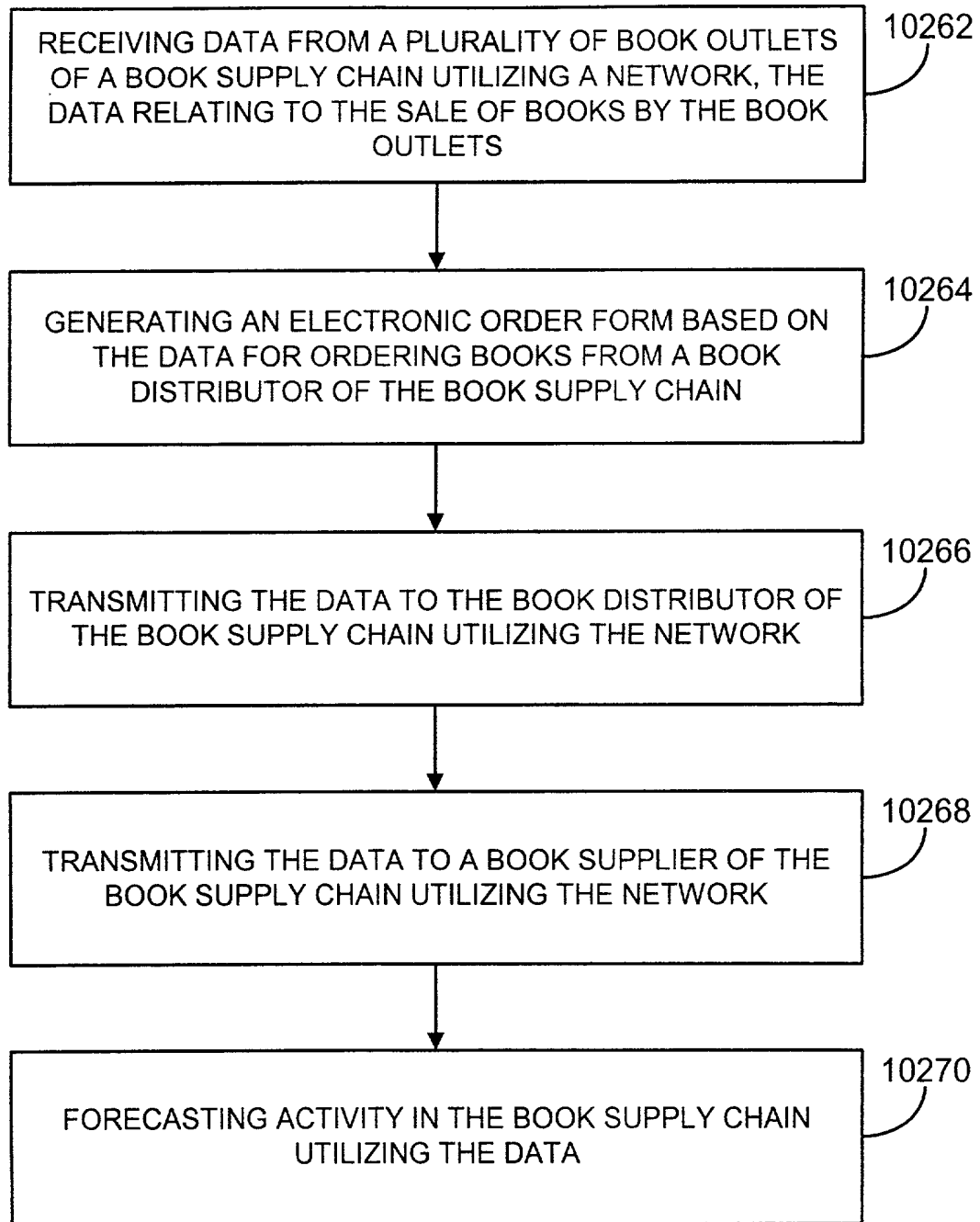


FIG. 102B

FIG. 103

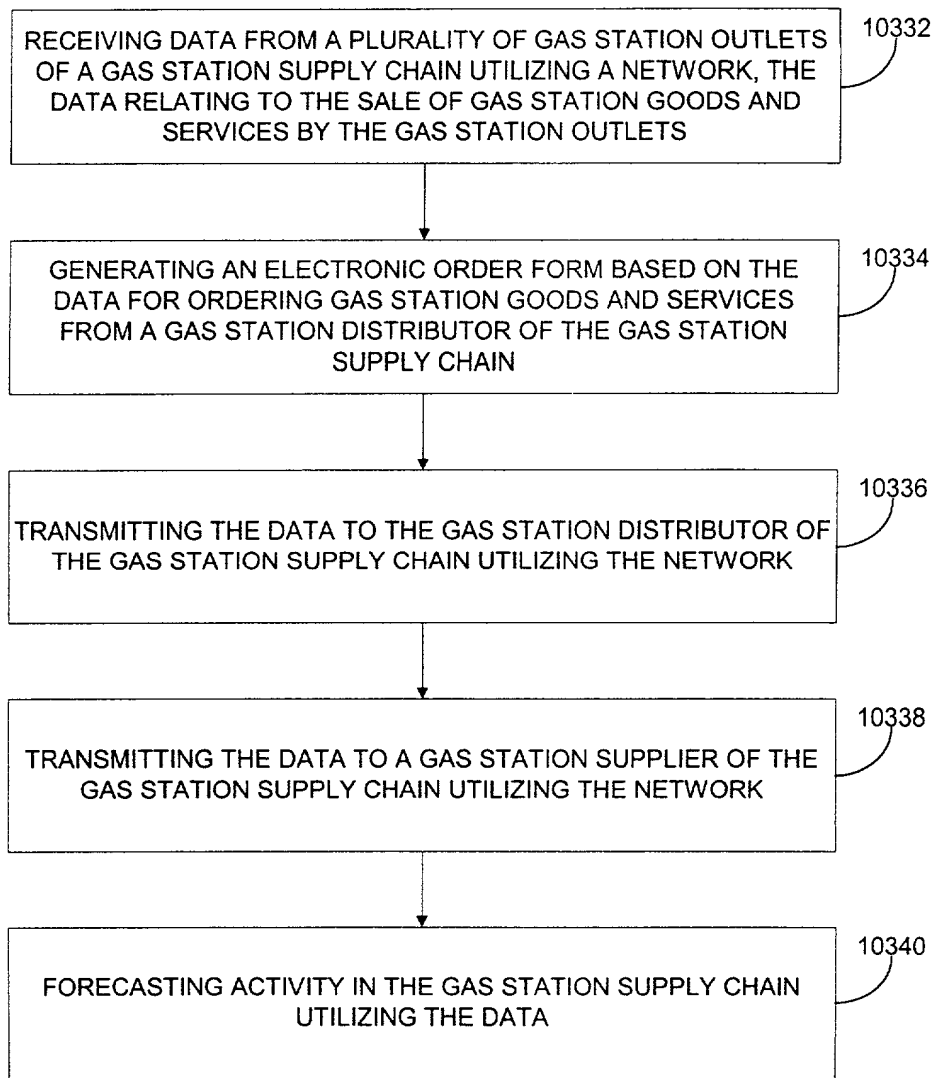
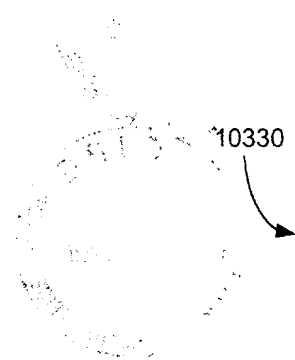


FIG. 103

10430

RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS

10432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN

10434

TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK

10436

TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK

10438

FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA

10440

FIG. 104A

10460

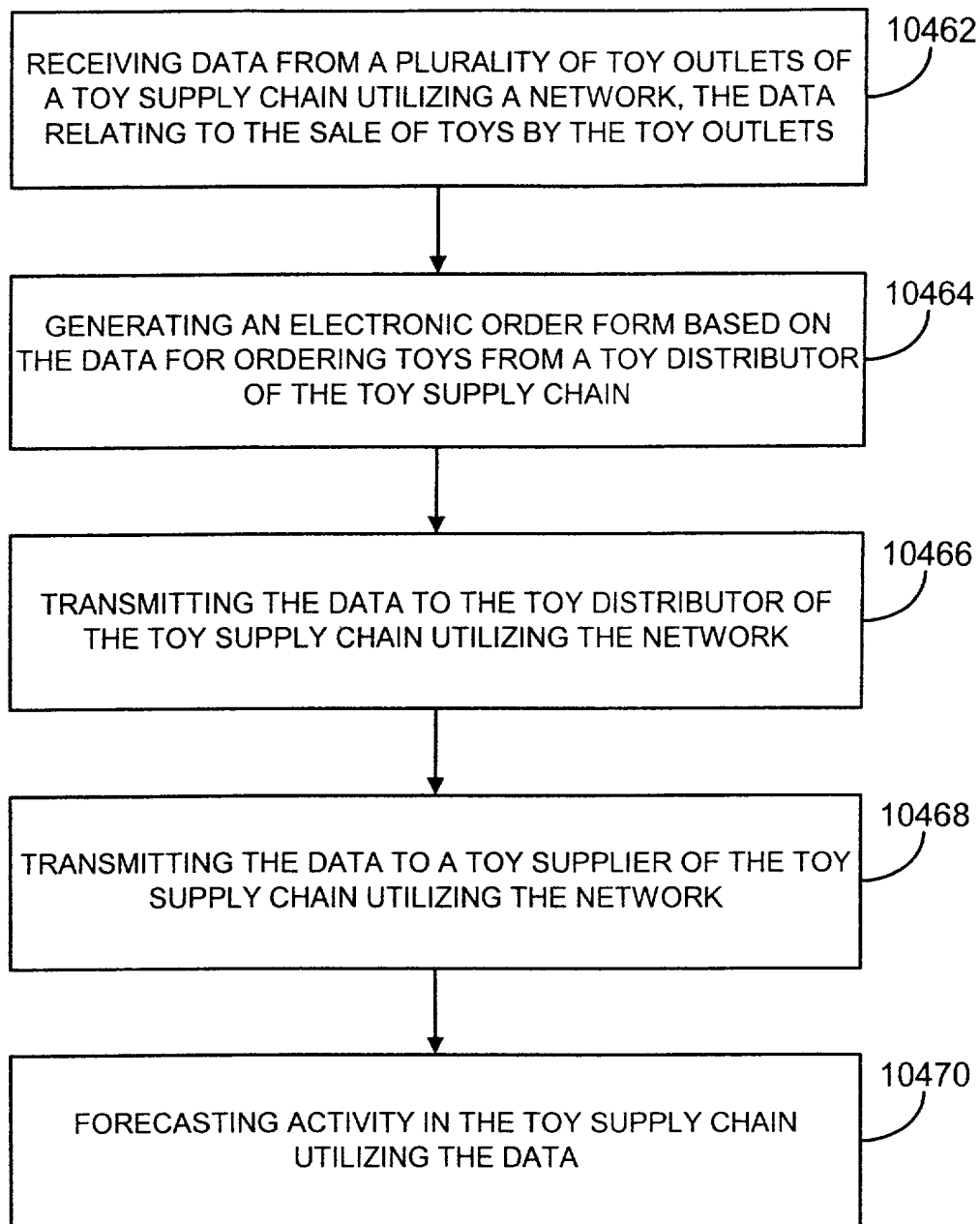


FIG. 104B

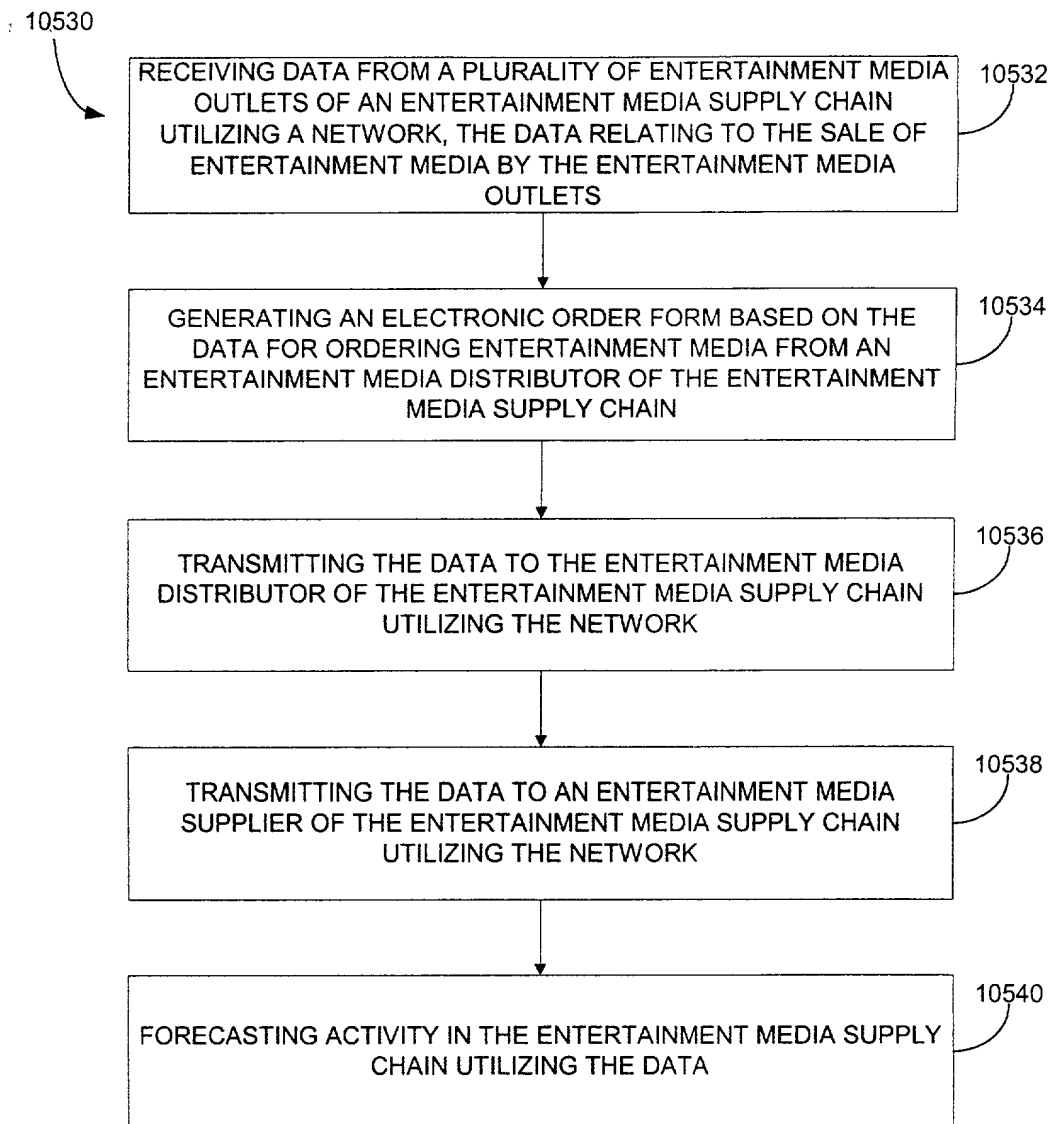


FIG. 105

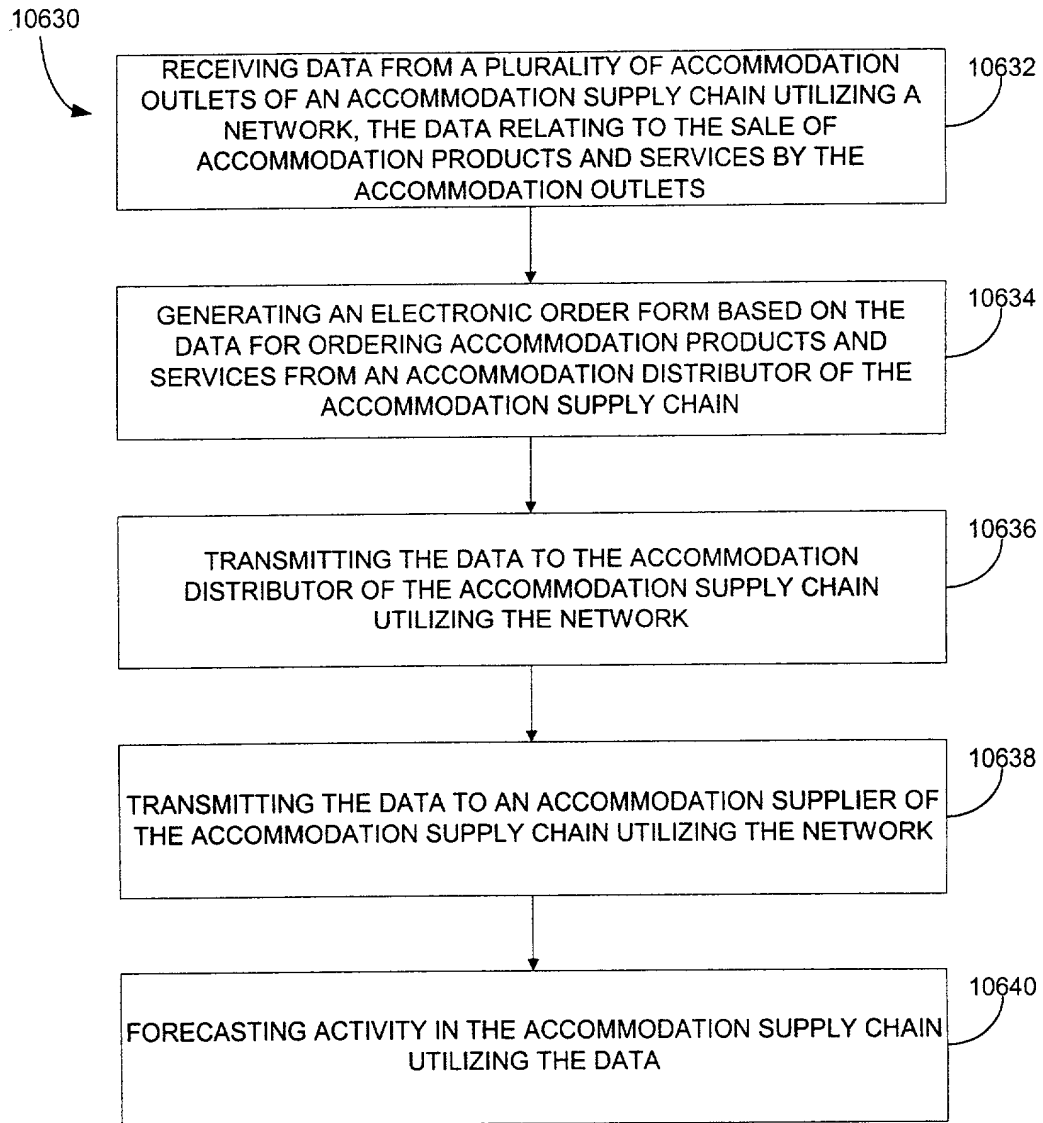


FIG. 106

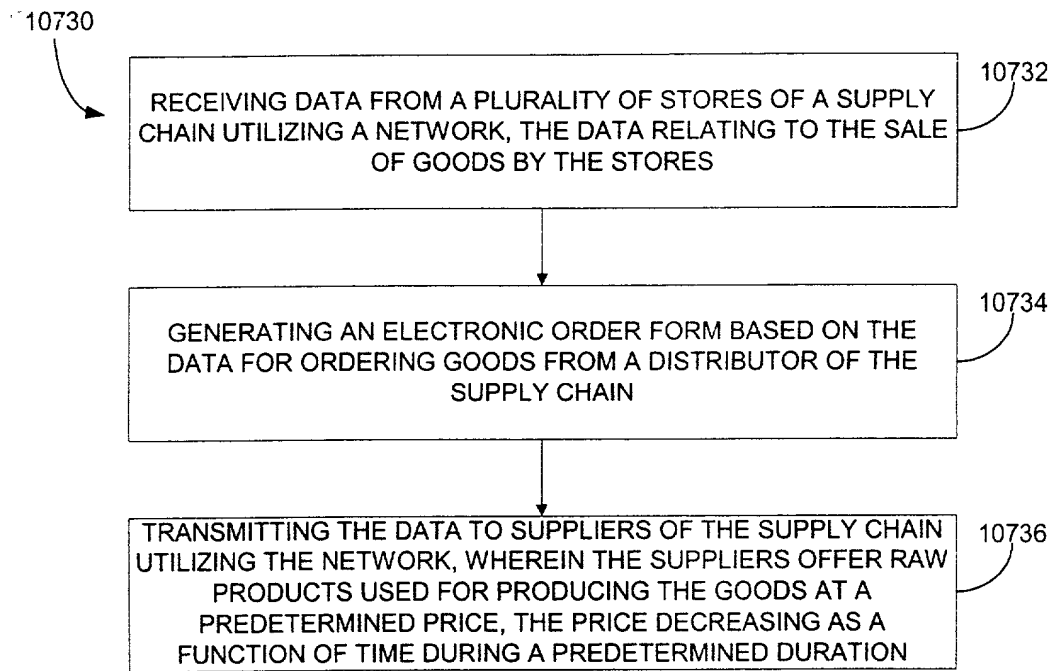


FIG. 107

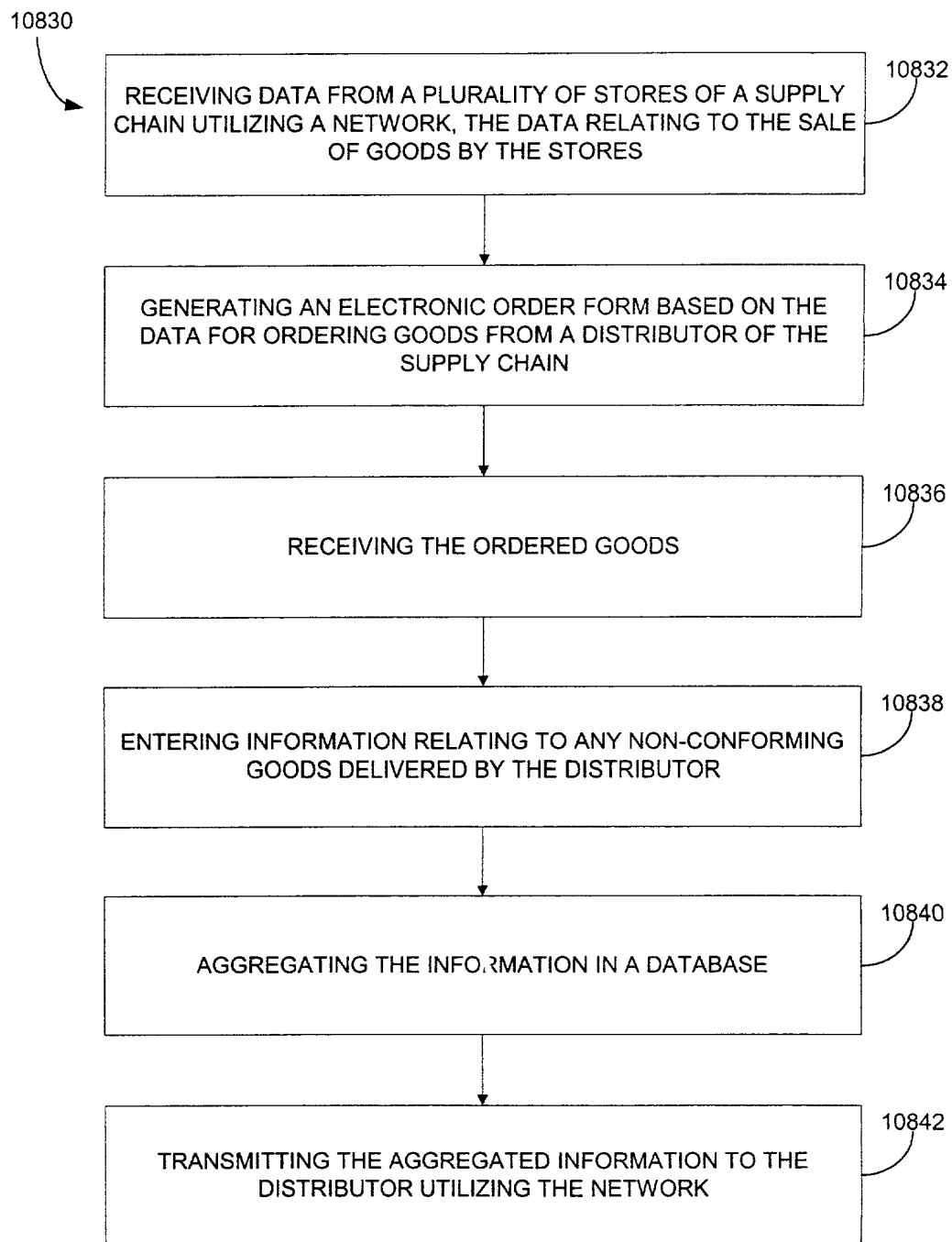


FIG. 108

10900

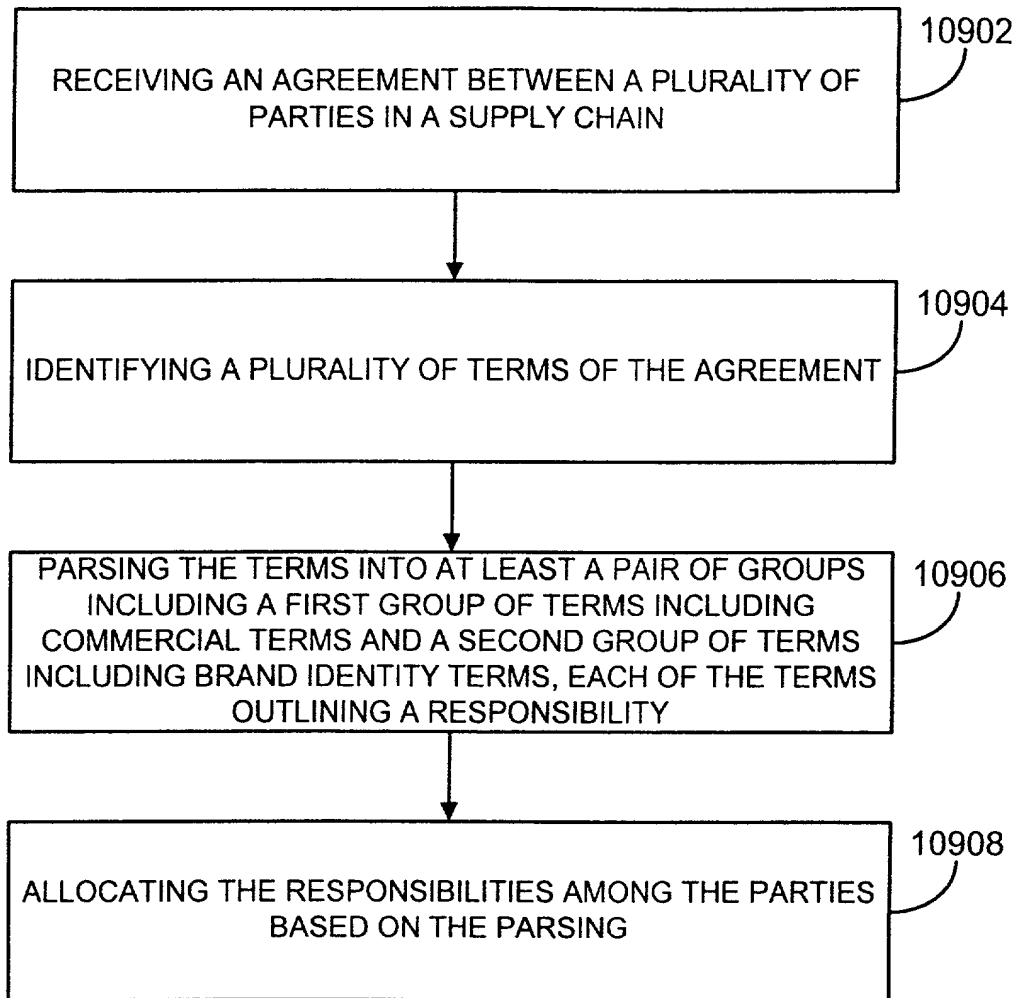


FIG. 109

11000

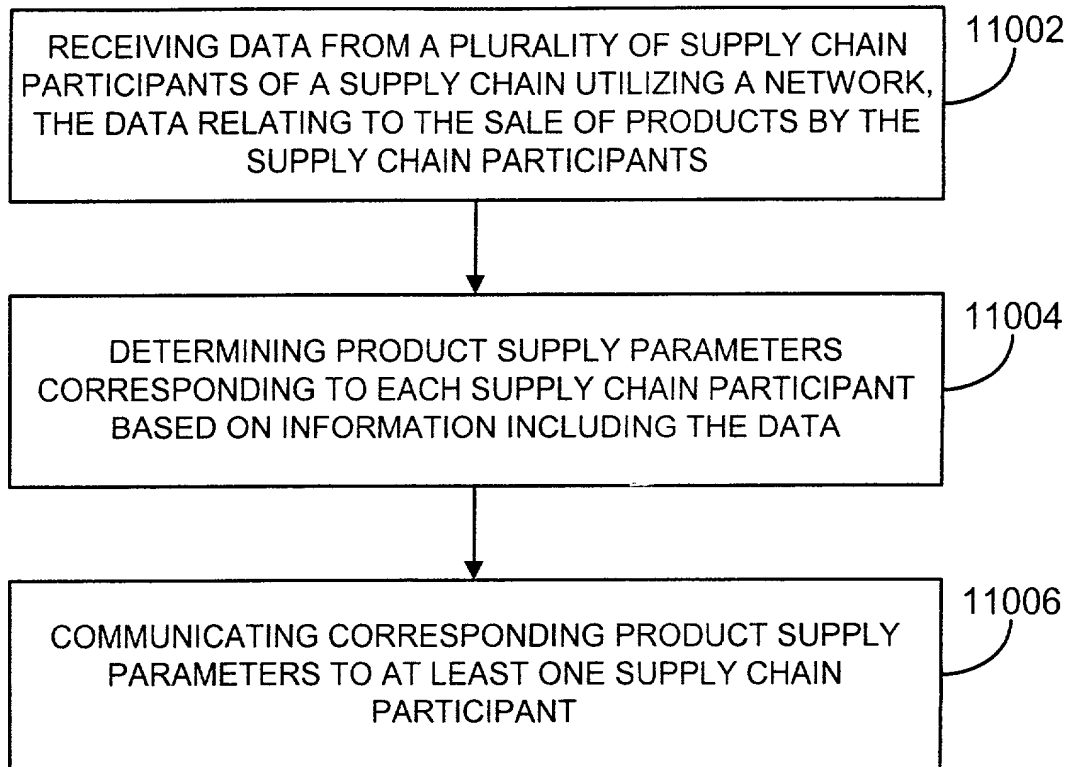


FIG. 110

11100

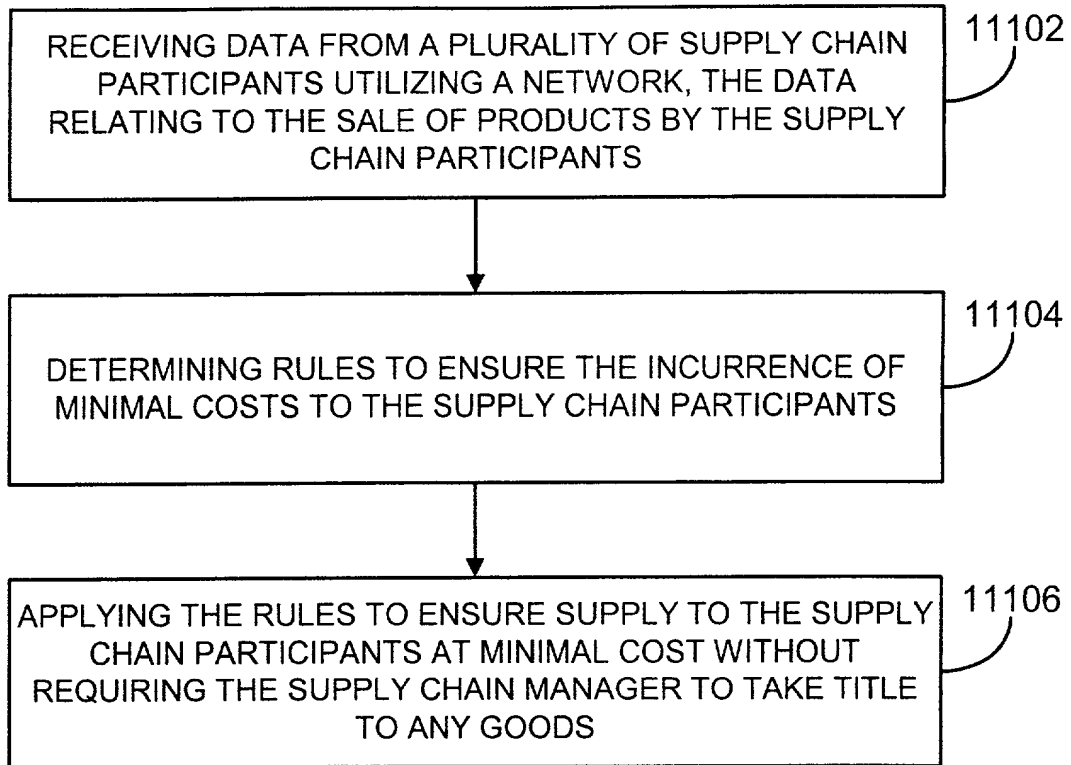


FIG. 111

11200

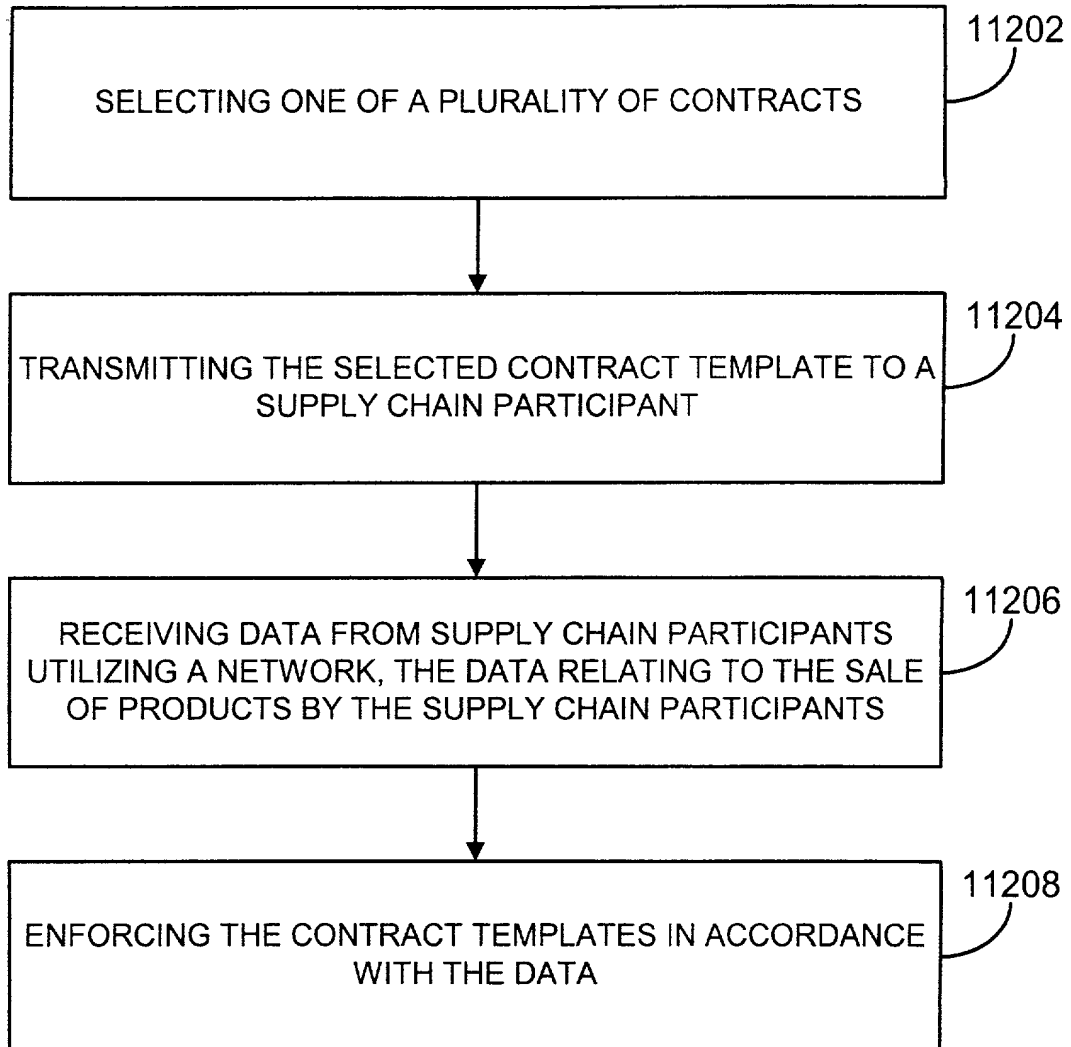


FIG. 112

11300

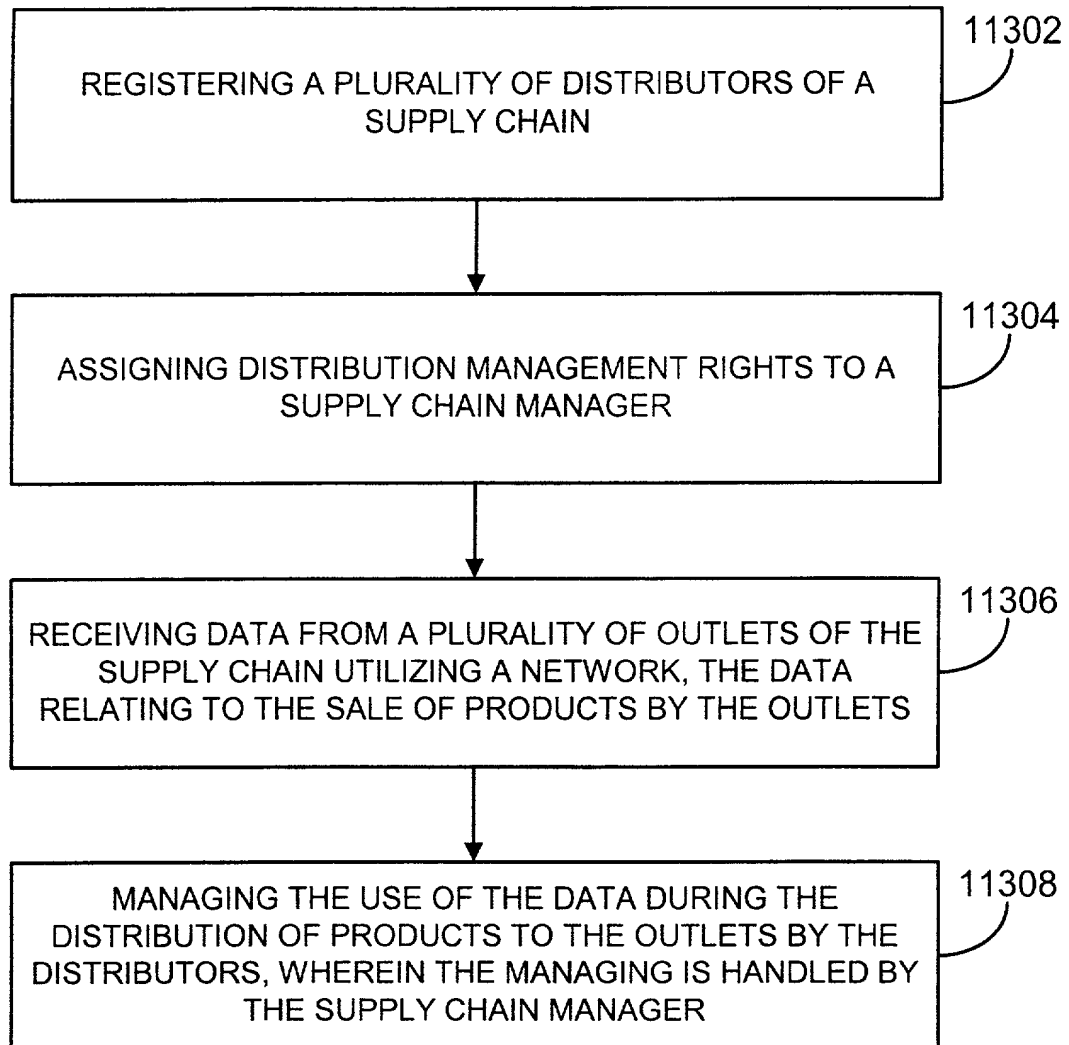


FIG. 113

11400

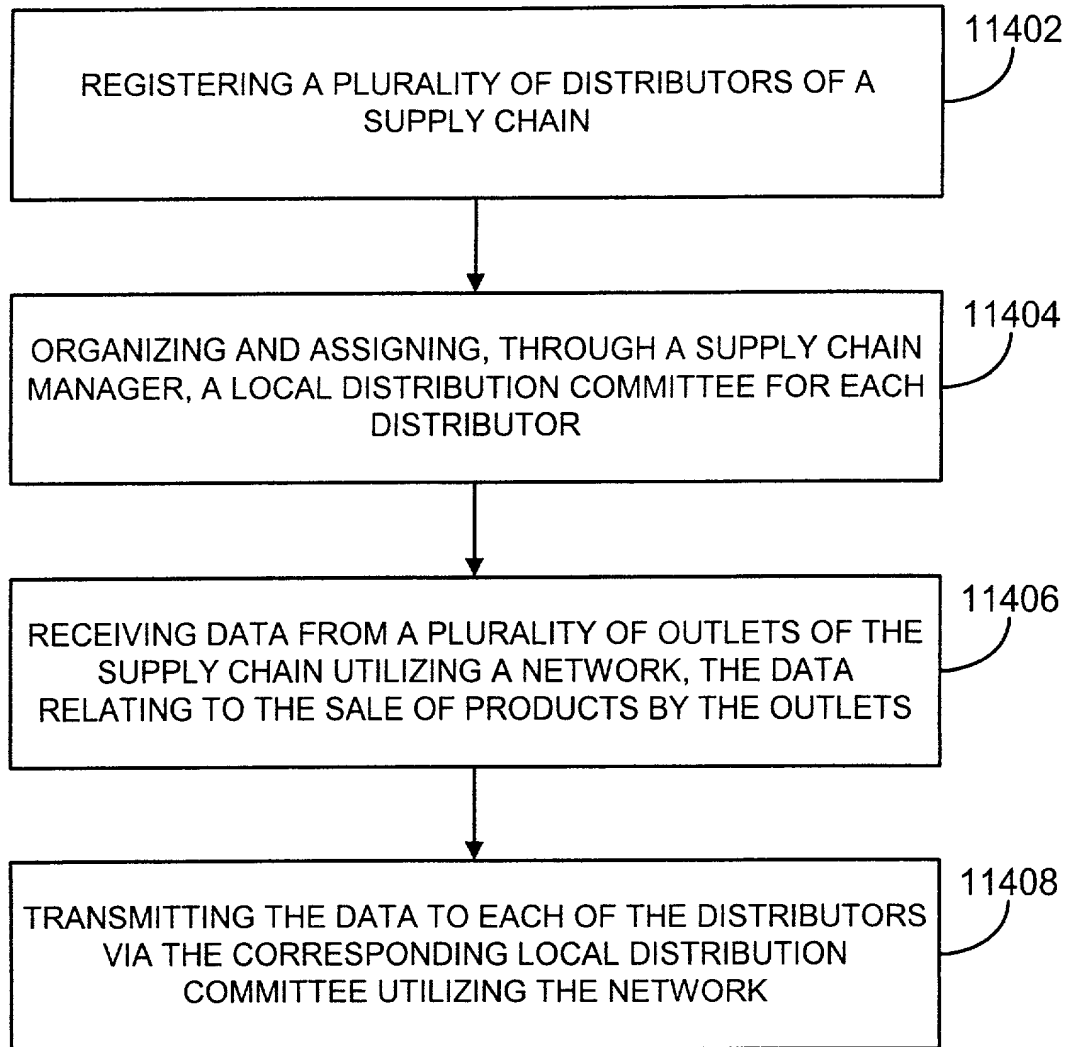


FIG. 114

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE STORES

11502

GENERATING ELECTRONIC ORDER FORMS BASED ON THE
DATA FOR ORDERING GOODS FROM A PLURALITY OF
DISTRIBUTORS OF THE SUPPLY CHAIN

11504

SENDING THE ELECTRONIC ORDER FORMS TO THE
DISTRIBUTORS UTILIZING THE NETWORK

11506

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING
THE NETWORK

11508

CALCULATING A PRICE FOR THE GOODS UTILIZING THE
ELECTRONIC ORDER FORMS AND THE INVOICES

11510

AUDITING THE PRICE

11512

FIG. 115

11600

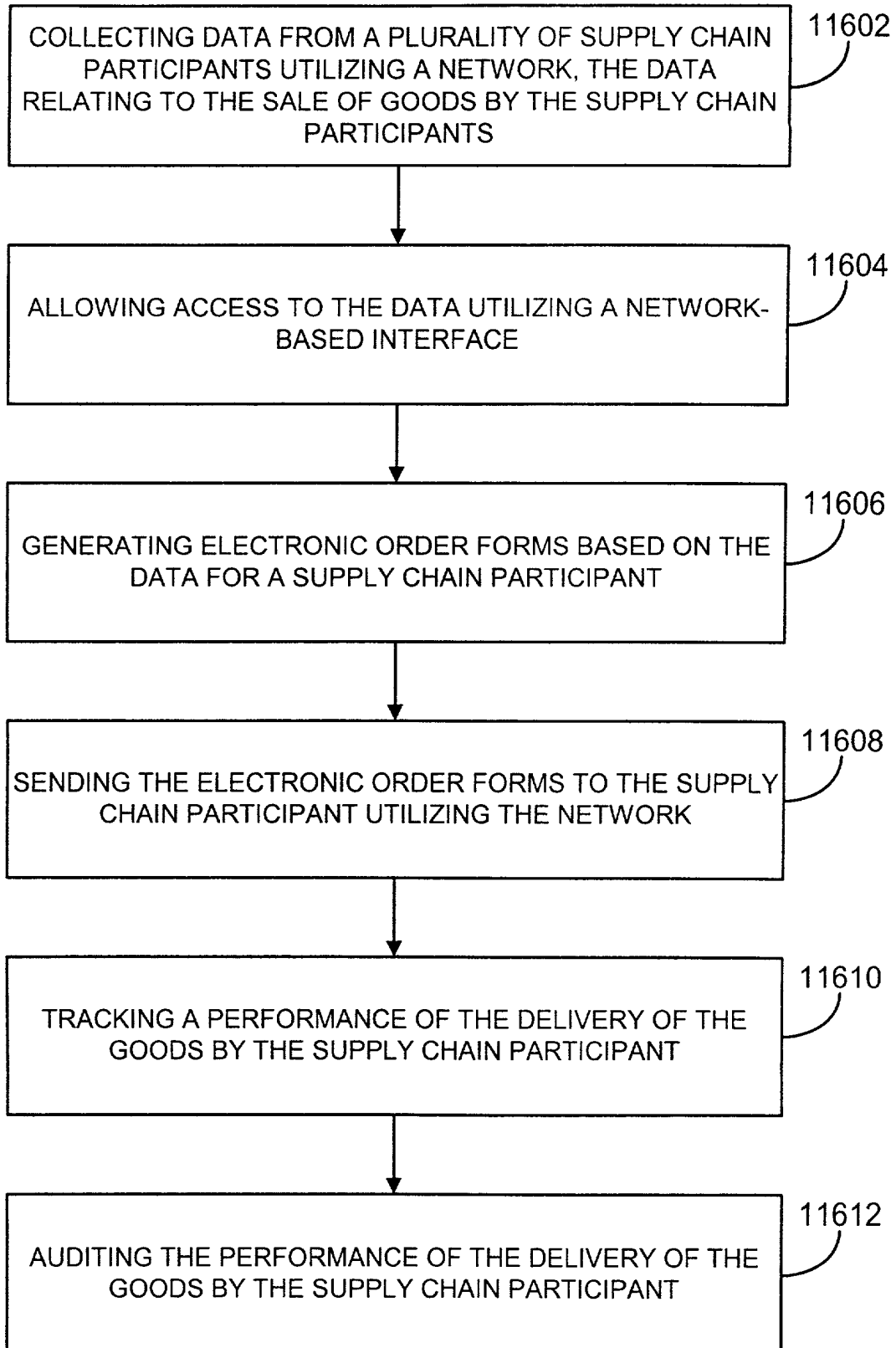


FIG. 116

11700

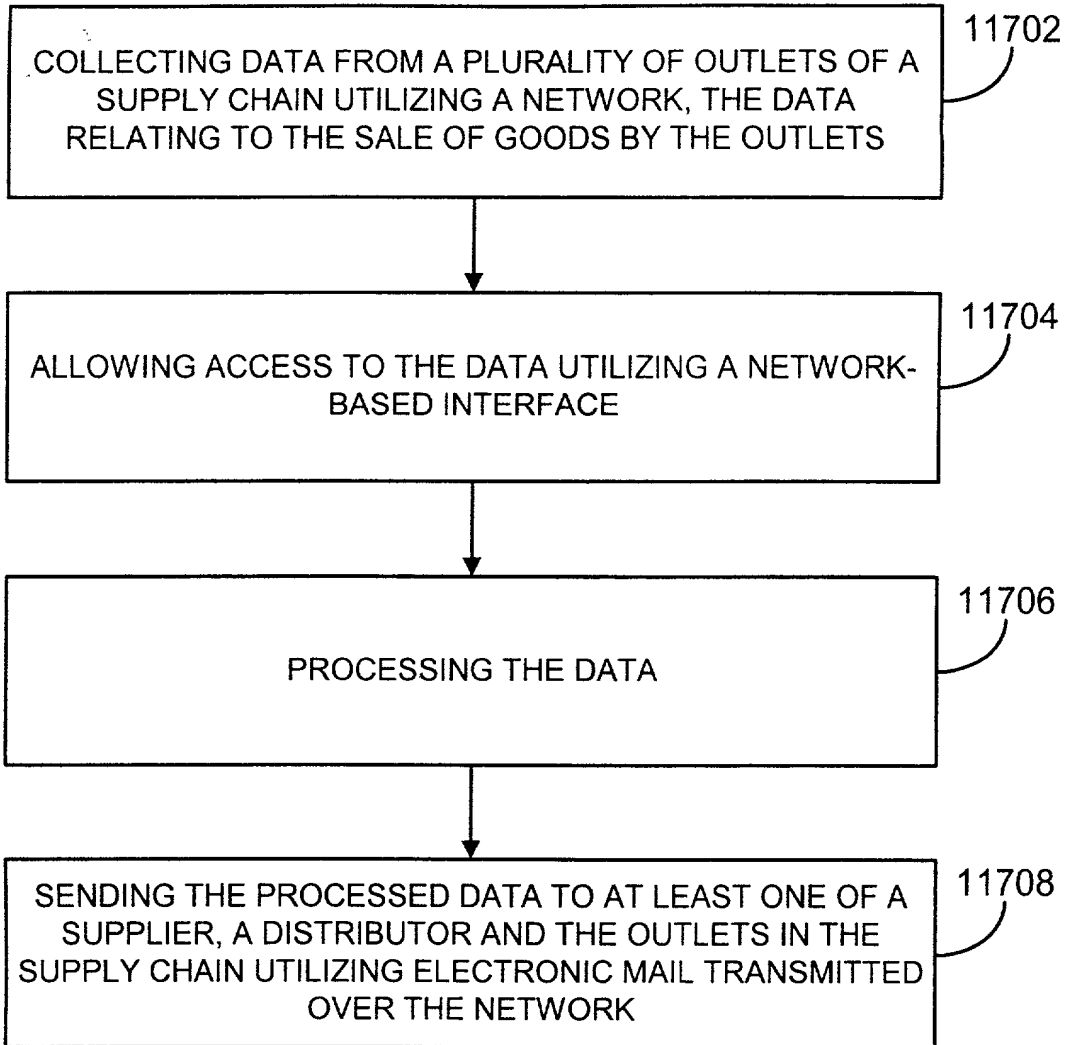


FIG. 117

11800

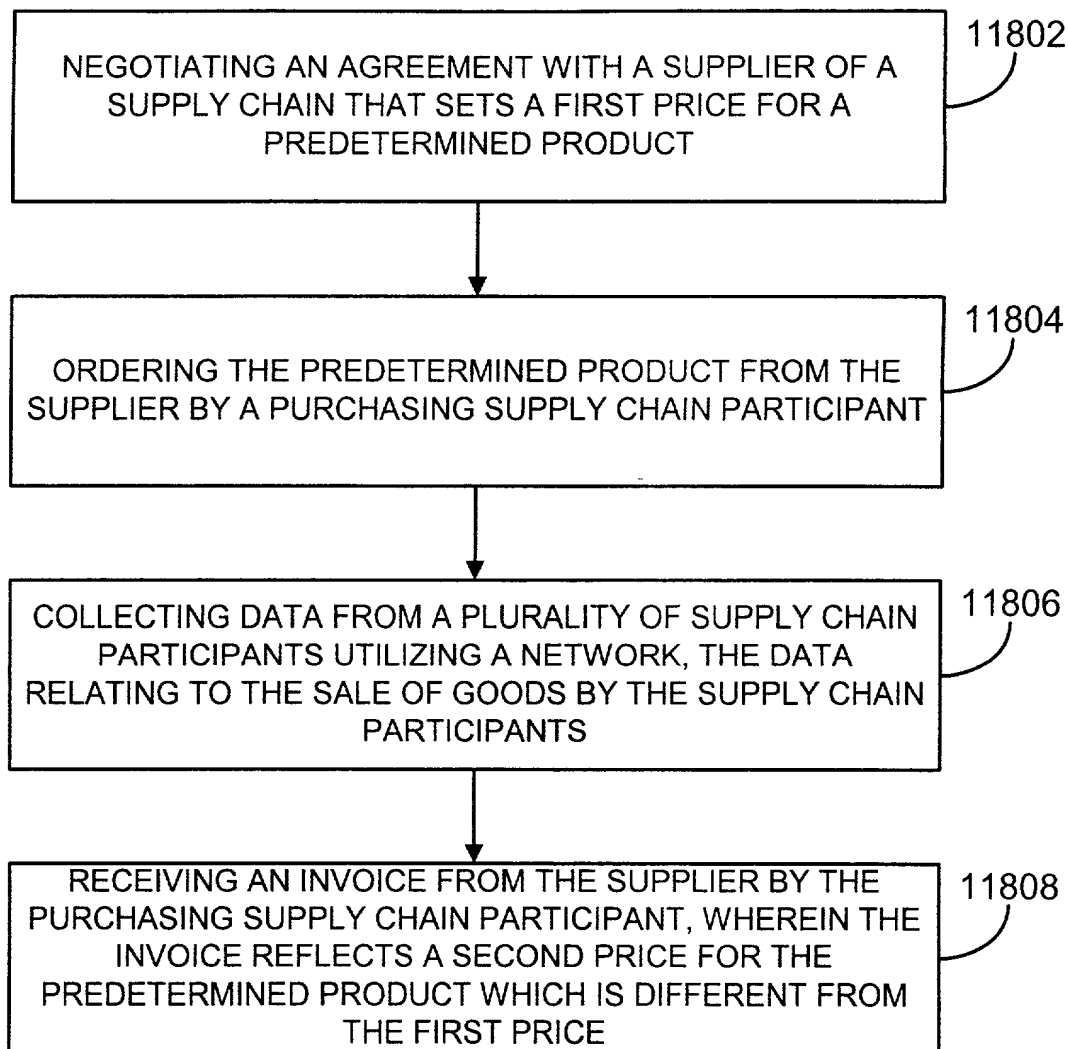


FIG. 118

11900

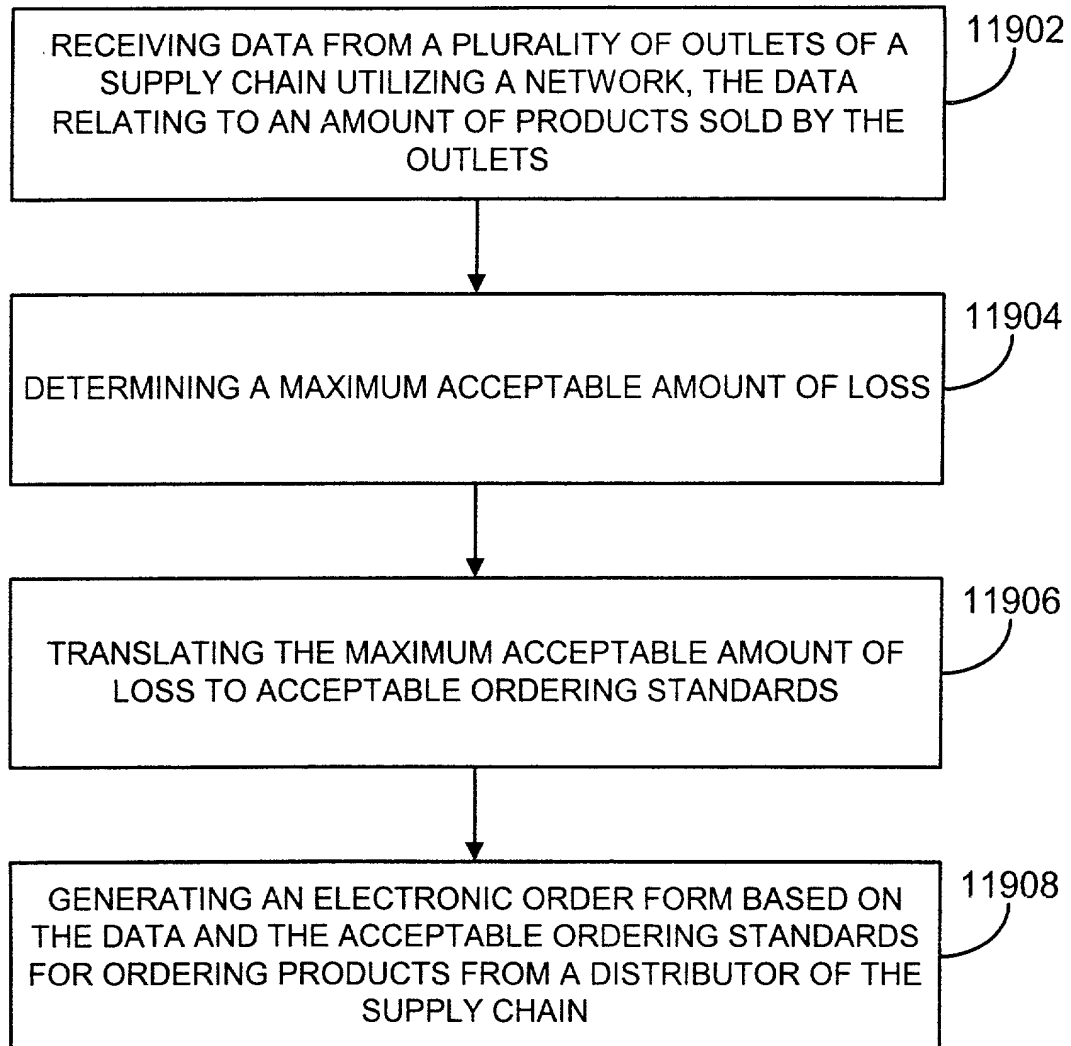


FIG. 119

12000

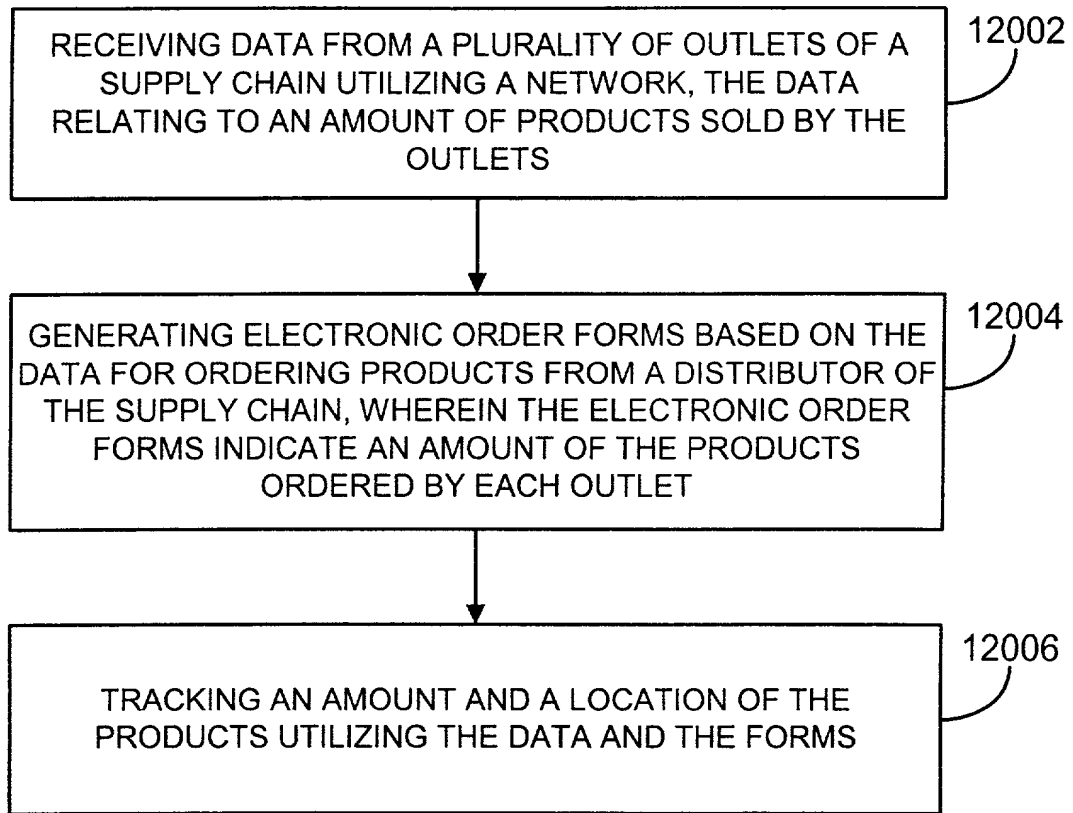


FIG. 120

12100

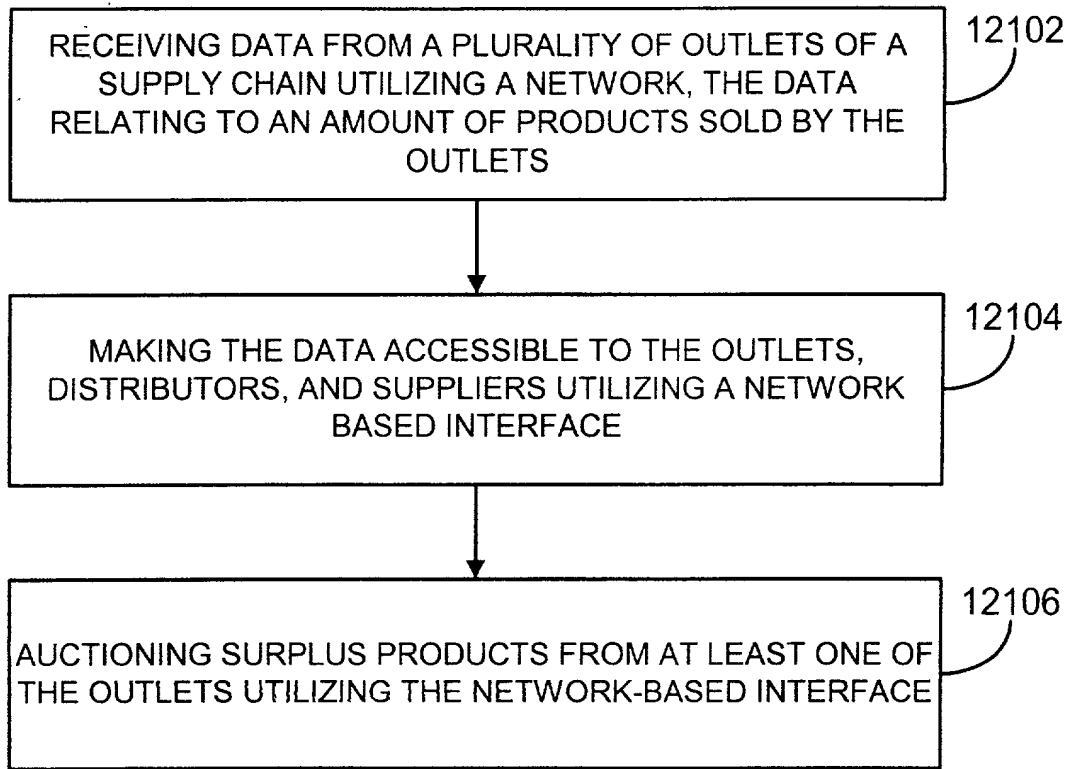


FIG. 121

12200

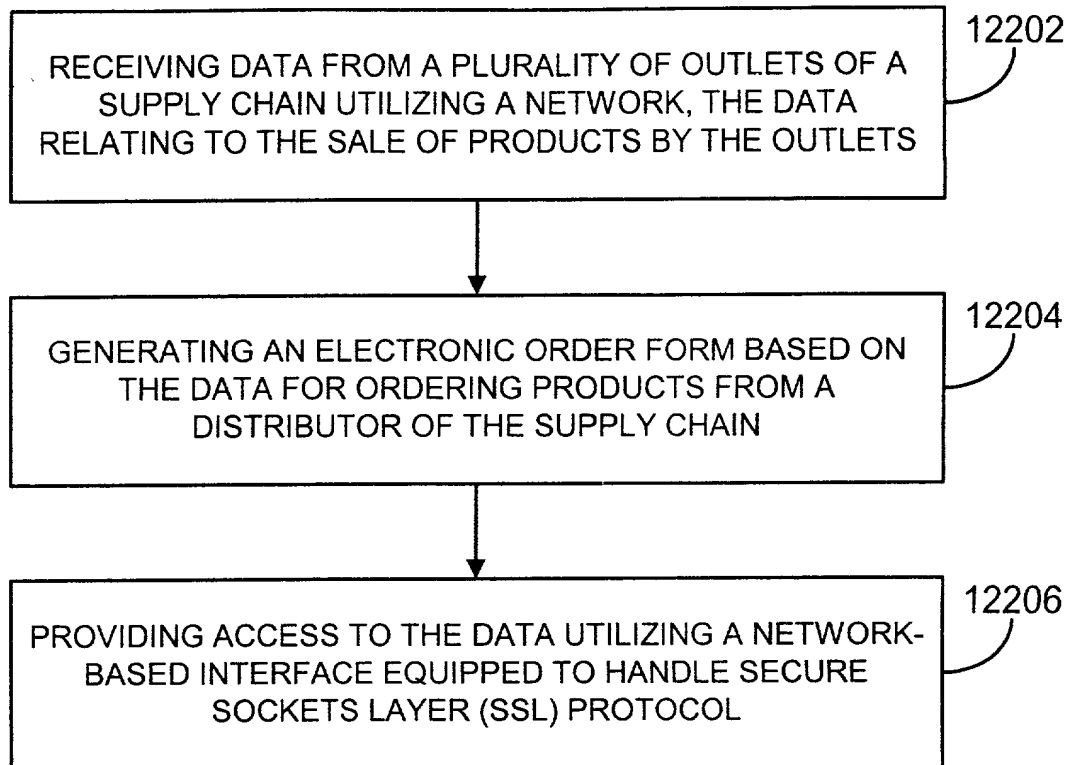


FIG. 122

12300

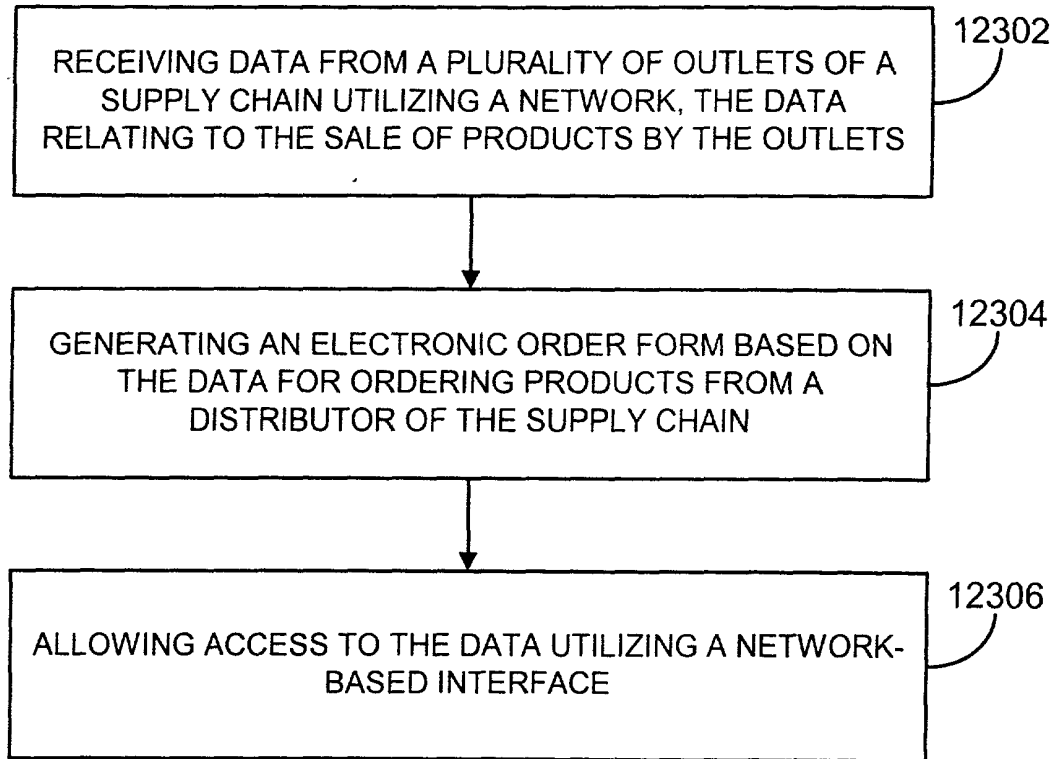


FIG. 123

12400

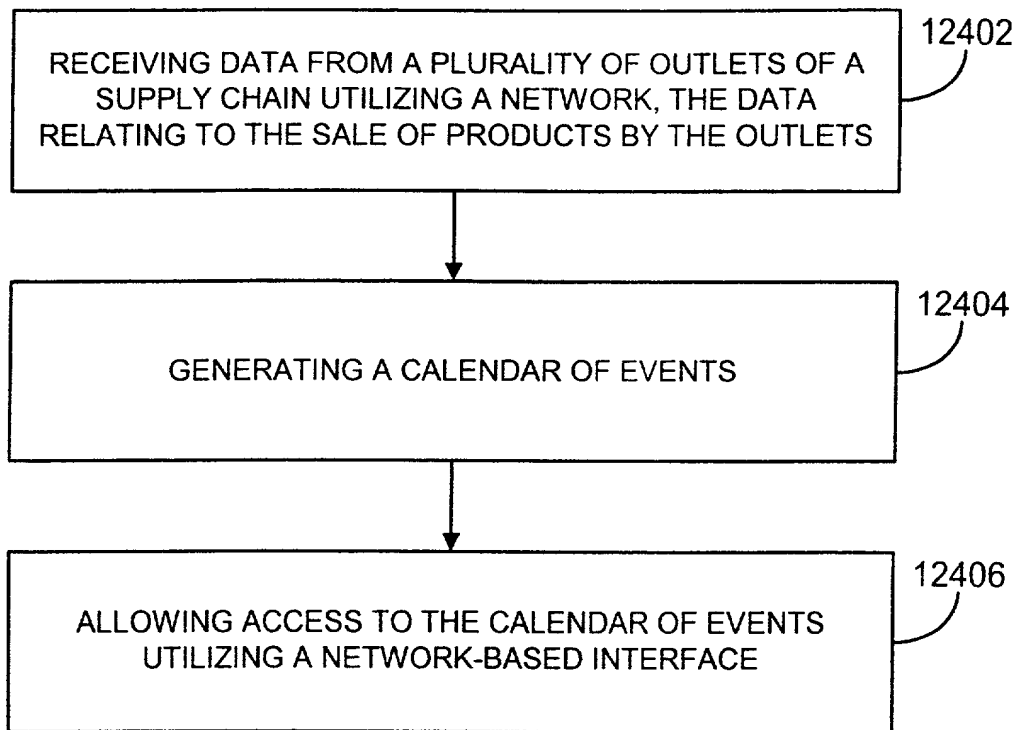


FIG. 124

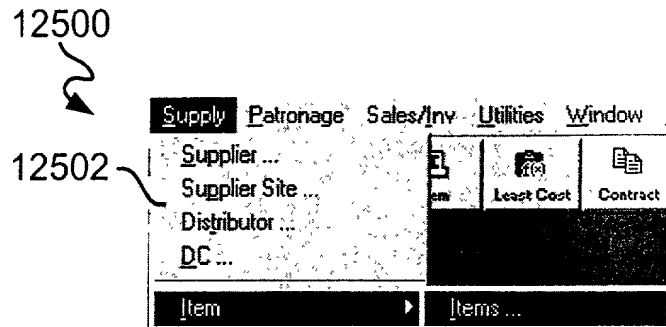


FIG. 125

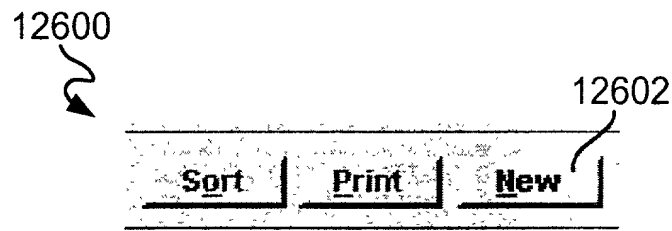


FIG. 126

12700

12702

| | | | |
|--------------------------|----------------------|---------------------|-------------------------------------|
| Item Desc: | <input type="text"/> | | |
| Item Number: | <input type="text"/> | Status Code: | <input type="text" value="Active"/> |
| Product Cat Code: | <input type="text"/> | Item Rank: | <input type="text"/> |

FIG. 127

12800

12800

Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39 00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39 00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|-------------------------|-------------------------------|---|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|----------------------------|---------------------------|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | |
| Status: | Active | |
| | | Railroad Name: |
| | | Rail Sidings: |

FIG. 132

13300

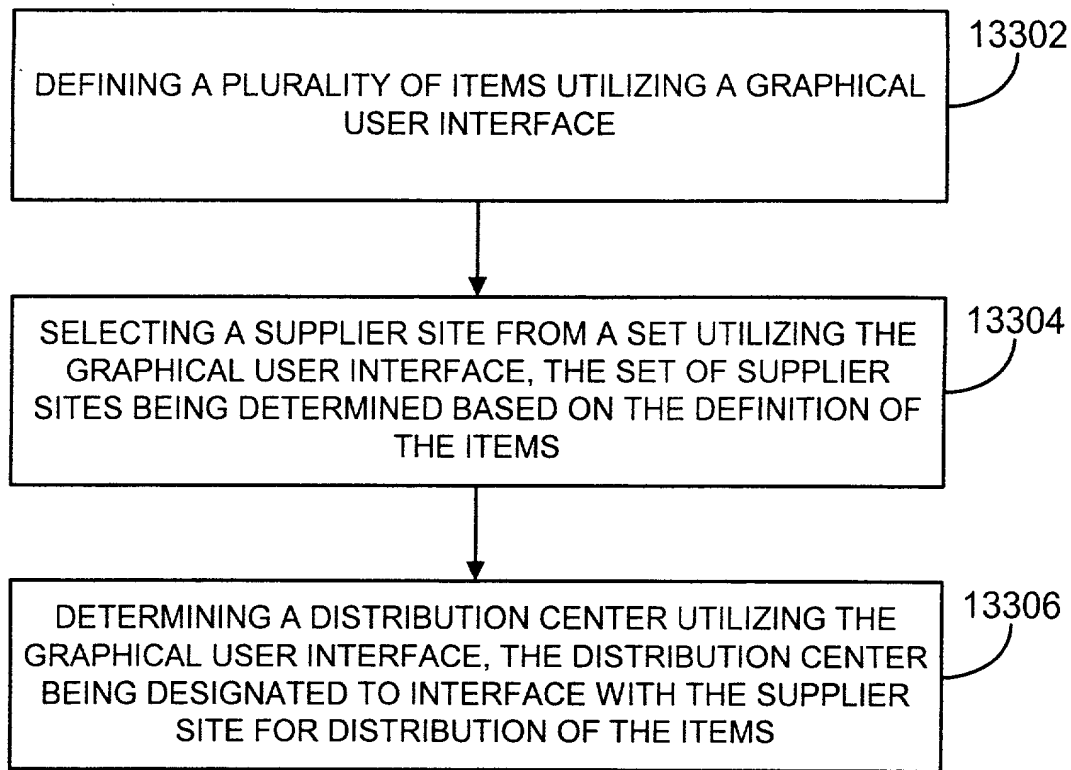


FIG. 133

13400

| | | | |
|--|----------------------|--------------------|--|
| Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: 7/1/96 | End: 9/1/96 | Final: <input type="checkbox"/> |
| Override Rules: <input type="radio"/> Yes <input checked="" type="radio"/> No | | | |
| Apply By: Cell | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800

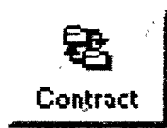


FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

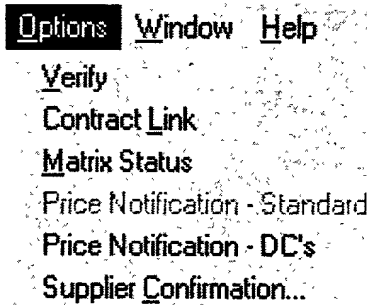


FIG. 141

14300

| | | | |
|--------------------|---|-----------------------------------|----|
| Cost | ▶ | Edit / View ... | F3 |
| Commodities | ▶ | New (using previous matrix) ... | F4 |
| Vendor Rating | ▶ | New (build matrix) ... | F5 |
| Contact Management | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

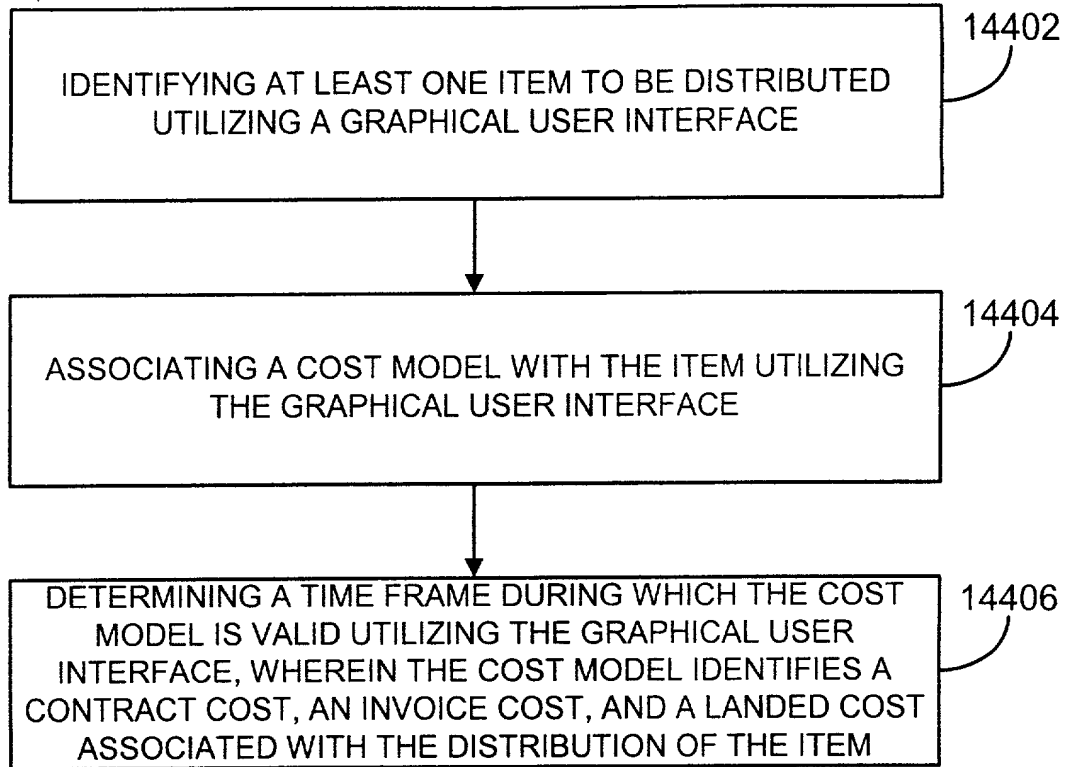


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name:

Current Buyer Name:

FIG. 146

14700

Contract Start Date:

Contract End Date:

Execution Date:

Effective:

Payment Terms:

FIG. 147

14800

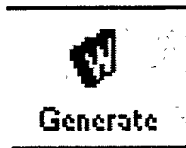


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

- New Items...
- Delete Item...
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

15400

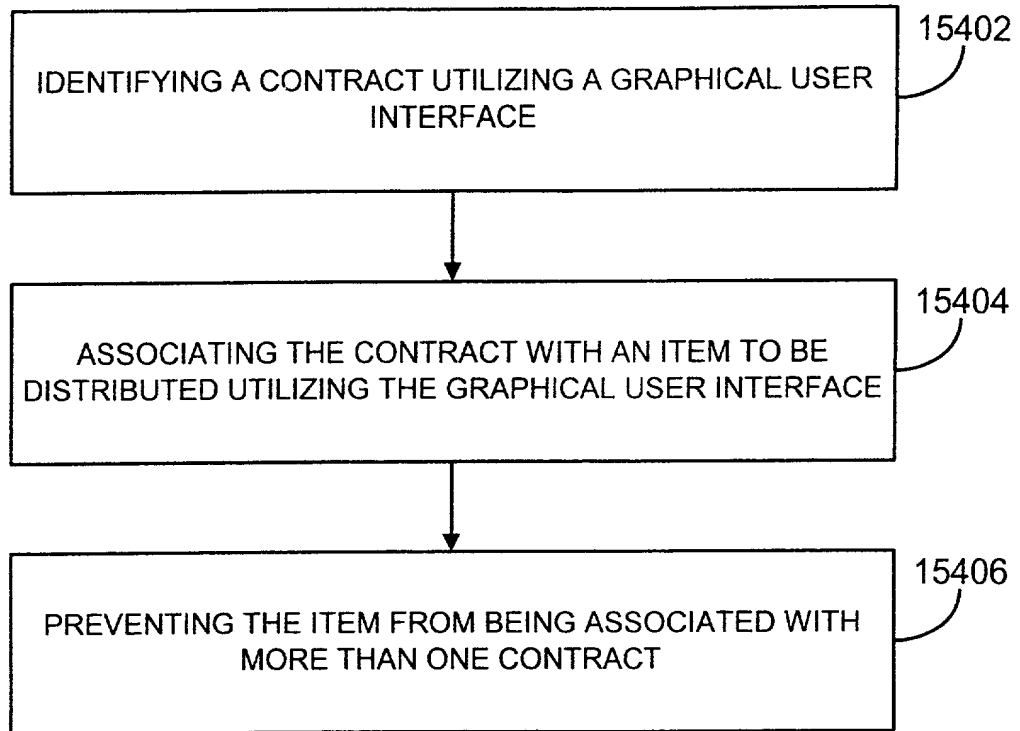


FIG. 154

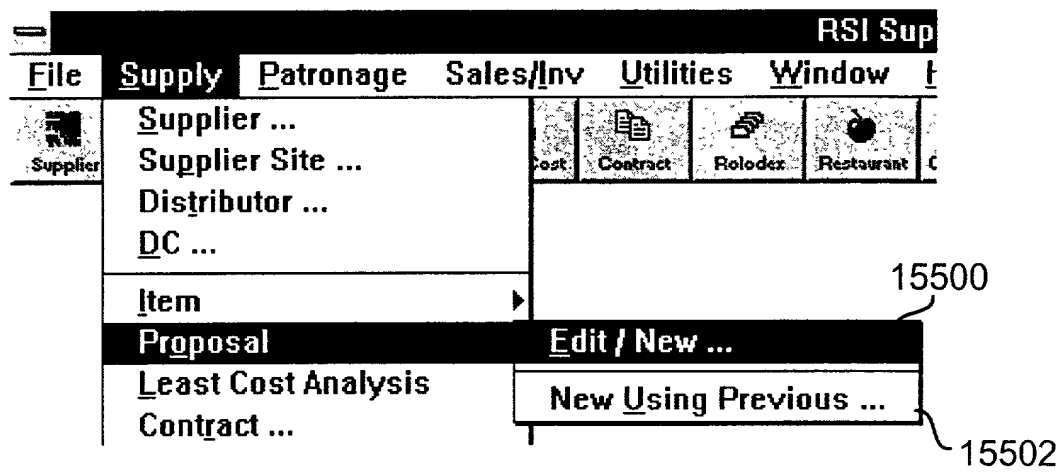


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids | | | | | | | | |
|---|----------|---|-----|-------------------------------|---------|-------|-----------|----------|
| Main Info | Items | Suppliers | DCs | FDB Price | DC/Rest | Usage | Templates | View Bid |
| Proposal Information | | | | | | | | |
| Proposal ID: 1021 | | | | Proposal Due Date: 06/12/97 | | | | |
| Proposal Name: Foam Hot Cups & Polystyrene Lids | | | | Contract Begin Date: 07/01/97 | | | | |
| Buyer Name: Dennis Clabby | | | | Contract End Date: 06/30/98 | | | | |
| Actions | | | | | | | | |
| # | Date: | Action Description: | | | | | | |
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup | | | | | | |

FIG. 156

15700



FIG. 157

15800

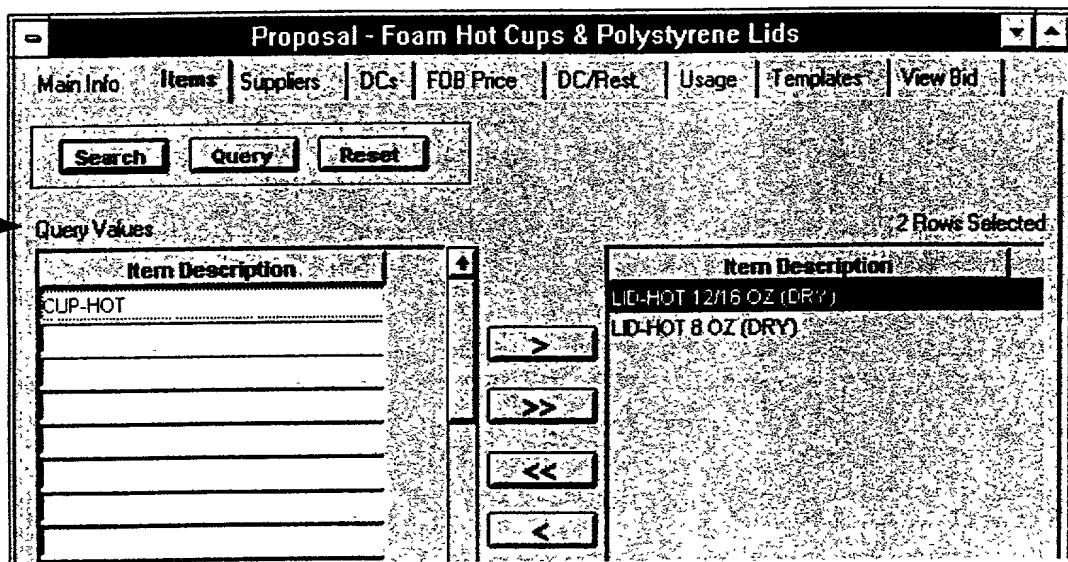


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | | | Item Description |
|-----------------------|-----|-------|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | 15902 | CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (PAPER) | DRY | > | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER) | DRY | >> | CUP-HOT 8 OZ (DRY) |
| | | << | LID-HOT 12/16 OZ (DRY) |
| | | < | LID-HOT 8 OZ (DRY) |
| | | | 15906 |
| | | | 15908 |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

16200

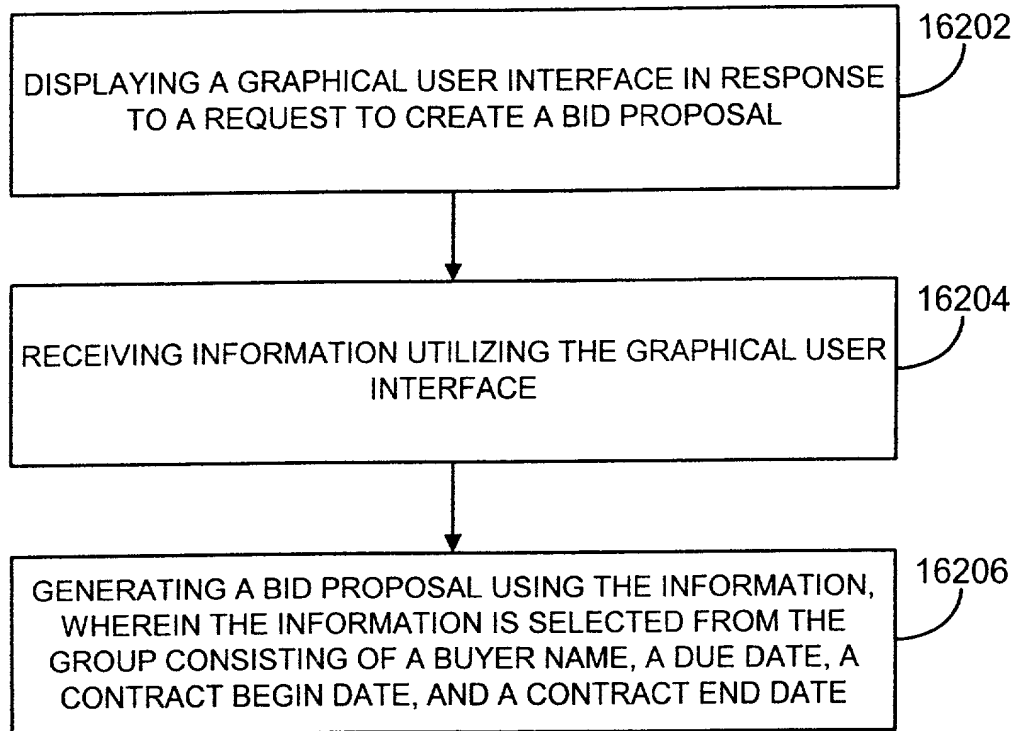


FIG. 162

16300

Templates | Create Bid

FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | | ? | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | Y |
| Truckload Freight Worksheet | ? | | N |
| LTFL Freight Worksheet | ? | | N |

FIG. 164

16500

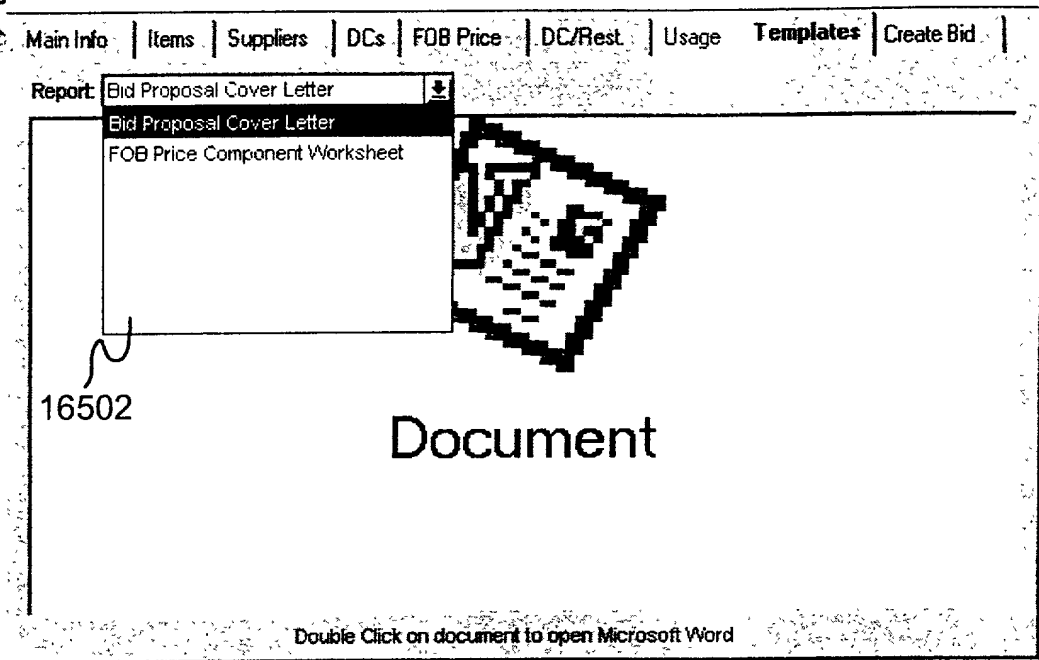


FIG. 165

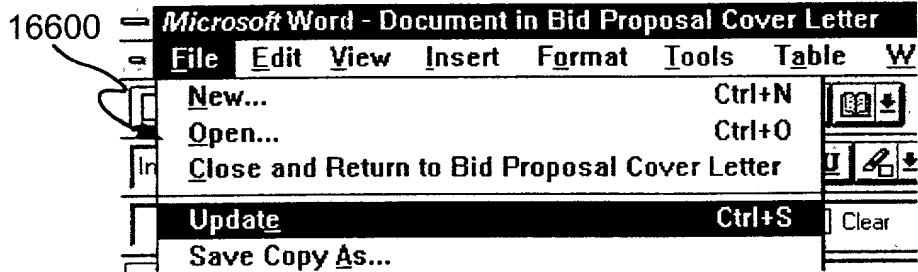


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest.](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | |
| Sample Supply Agreement <input checked="" type="checkbox"/> | |
| BK Specification Request <input checked="" type="checkbox"/> | |

* LTL Freight Worksheet will be printed by system if necessary

| Blank Sheets |
|---|
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |
| Item Information Worksheet <input checked="" type="checkbox"/> |
| FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| LTL Freight Worksheet <input checked="" type="checkbox"/> |

FIG. 167

16800

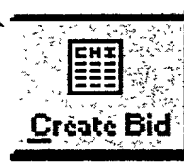


FIG. 168

16900

Report: 7/2/97

| | |
|-------------------------------|-----------------|
| Item Information Worksheet | Supplier: (all) |
| Bid Proposal Cover Letter | |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | |
| LTL Freight Worksheet | |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | |

Restaurant Services, Inc.
Item Information Worksheet
ATTY
DS

FIG. 169

17000

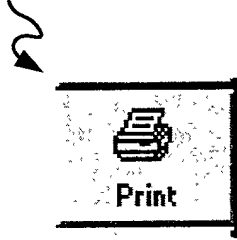


FIG. 170

17100

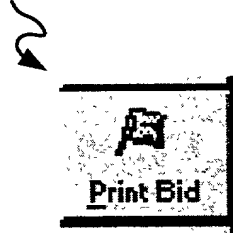


FIG. 171

17200

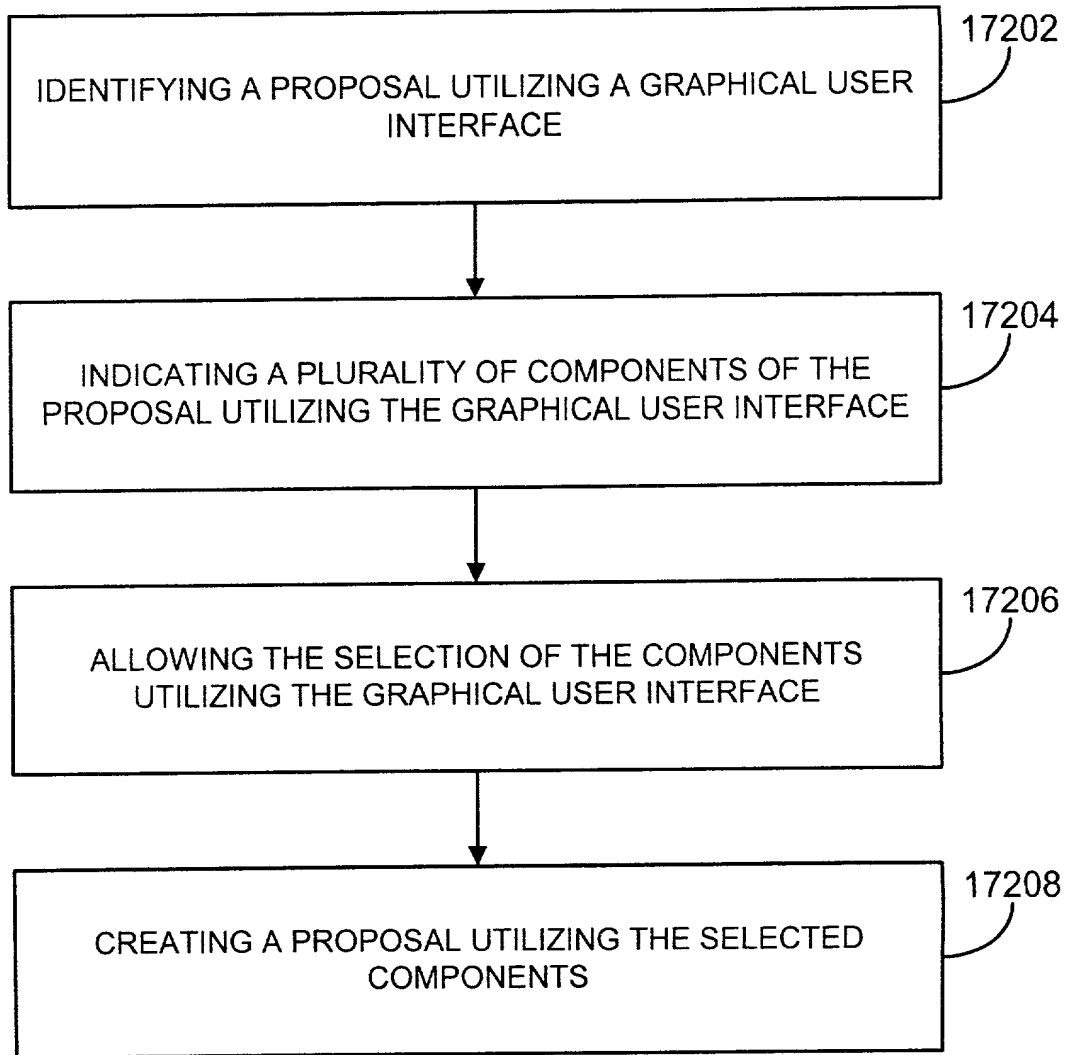


FIG. 172

17300



FIG. 173

17400

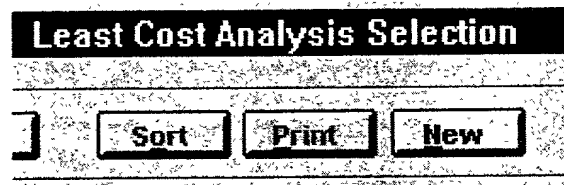


FIG. 174

17500

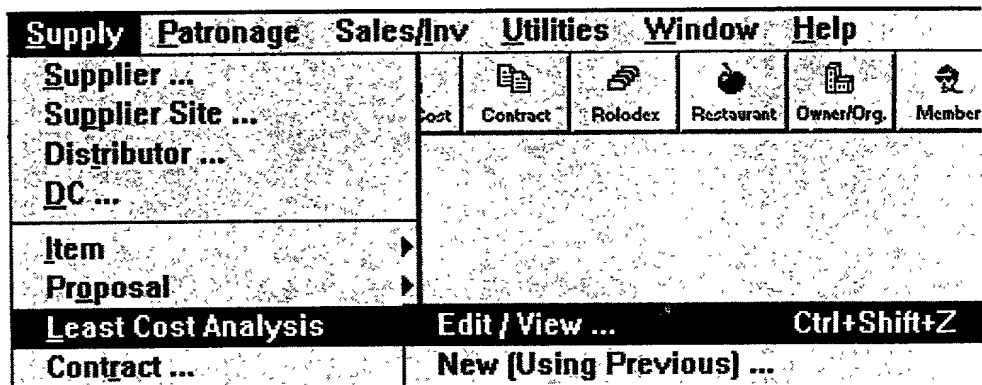


FIG. 175

Bid Proposal Name:

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9)

Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation ? No

Solution Strategy: Standard

Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

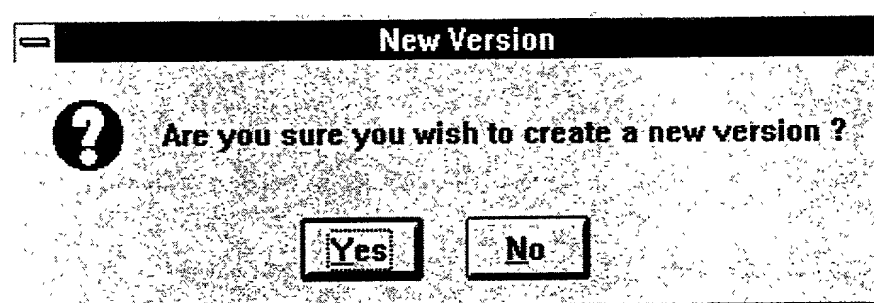


FIG. 181

18200

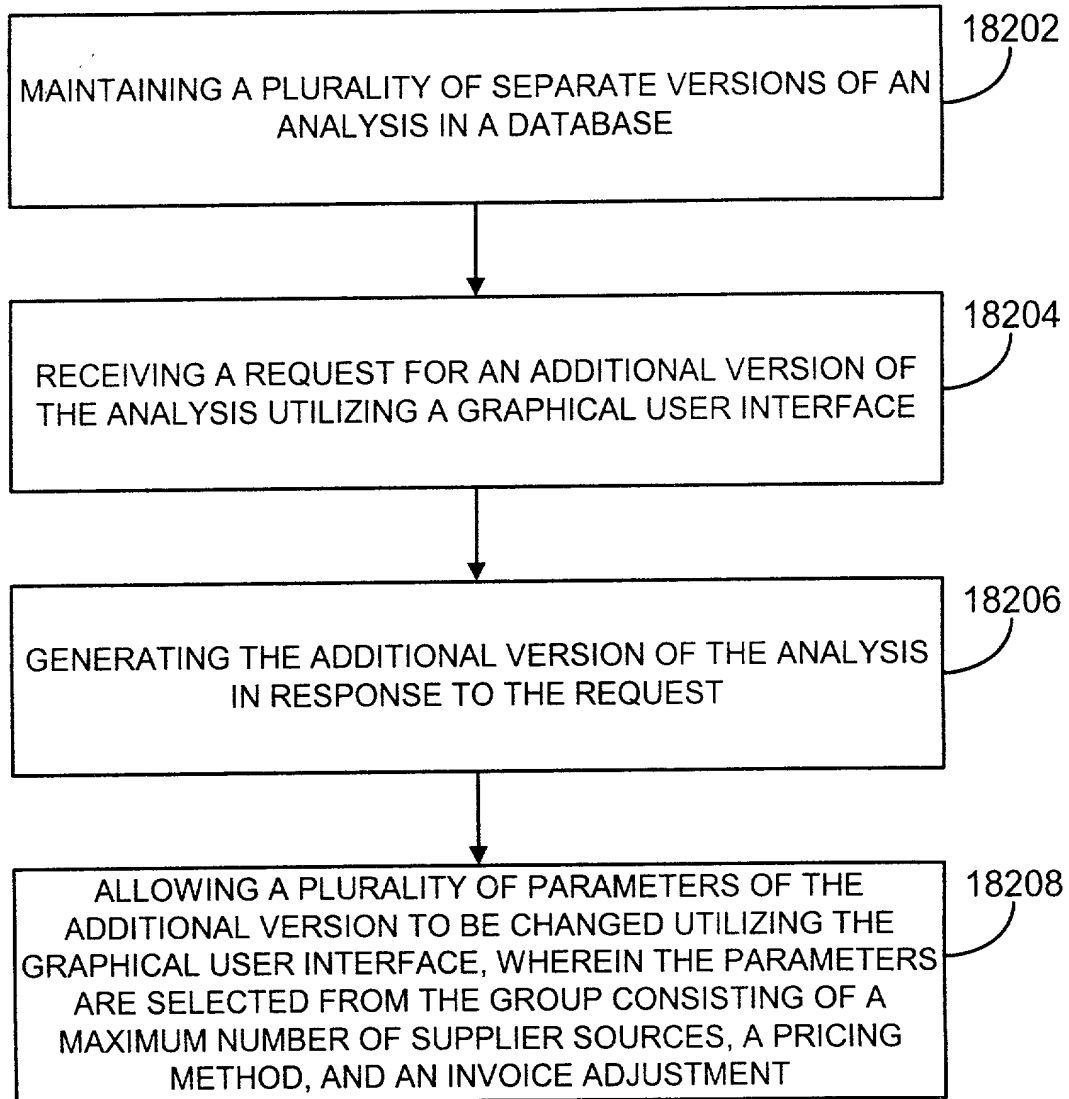


FIG. 182

18300

SearchQueryReset

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |

>

>>

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

18500

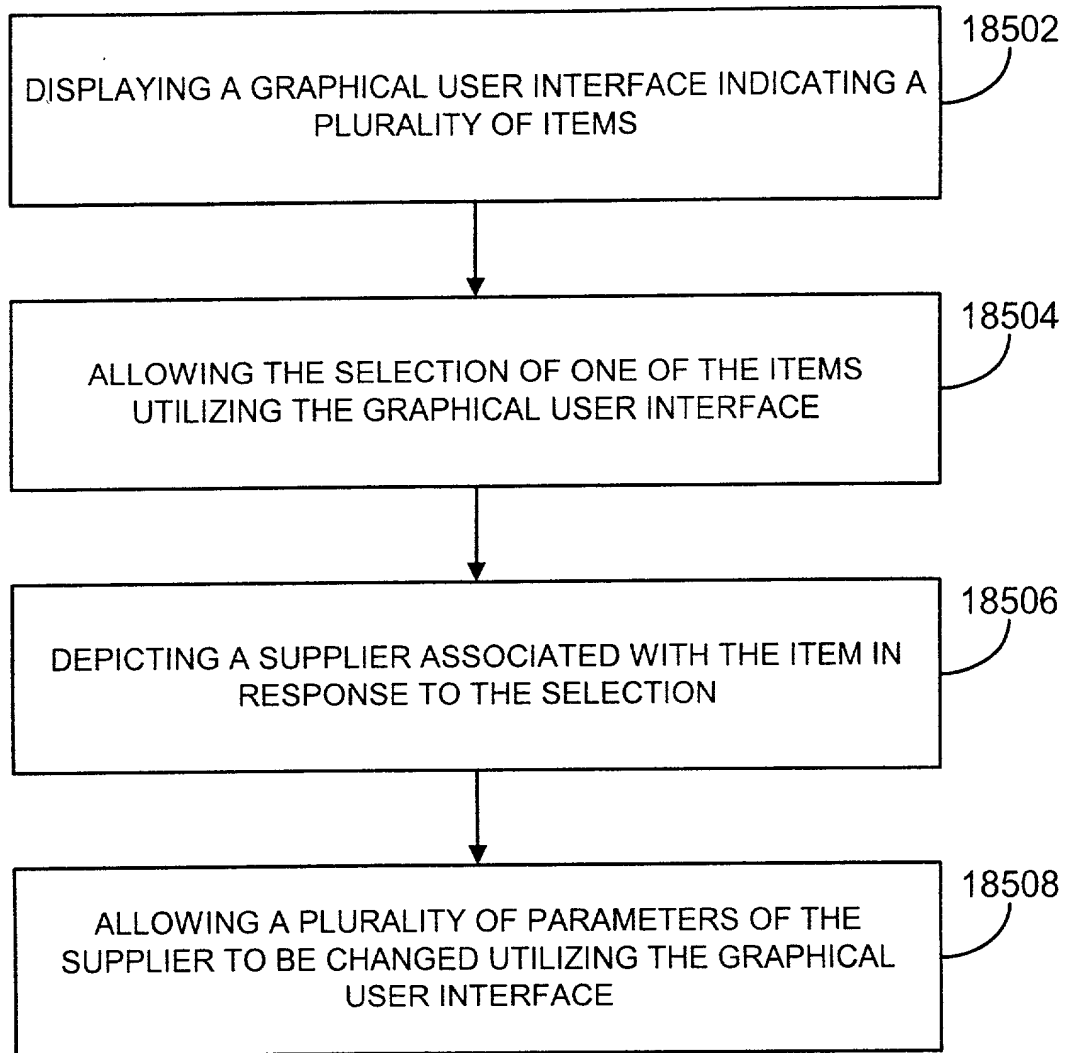


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|------------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNINGTOWN, PA |

| | | | |
|----------------------------|----------------|-----------------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCH(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

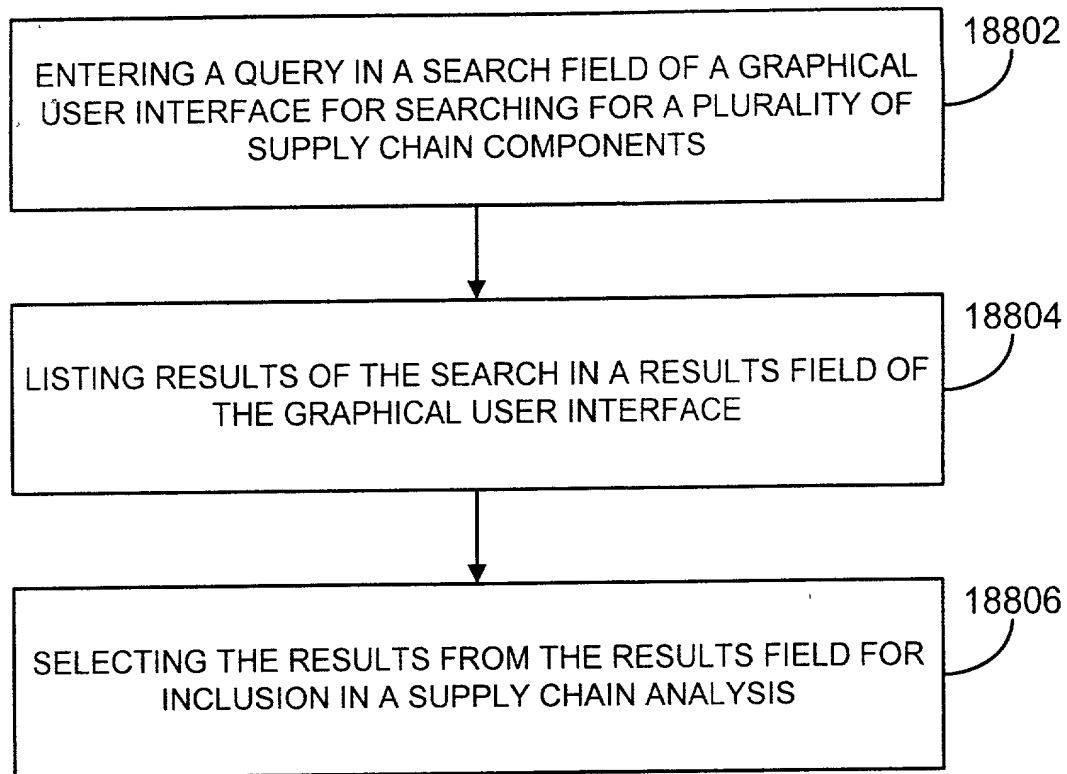


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-------------------------------------|-------|------------|-------------|-------------|---|---|
| CAVENDISH FARMS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. | | ↓ Pallet ↓ | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| LAMB-WESTON, INC.-PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|---|-------|------------|-------------|-------------|---|---|
| MCCAIN FOODS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| ORE-IDA FOODS | | ↓ Pallet ↓ | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, INC.-OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 190

19100

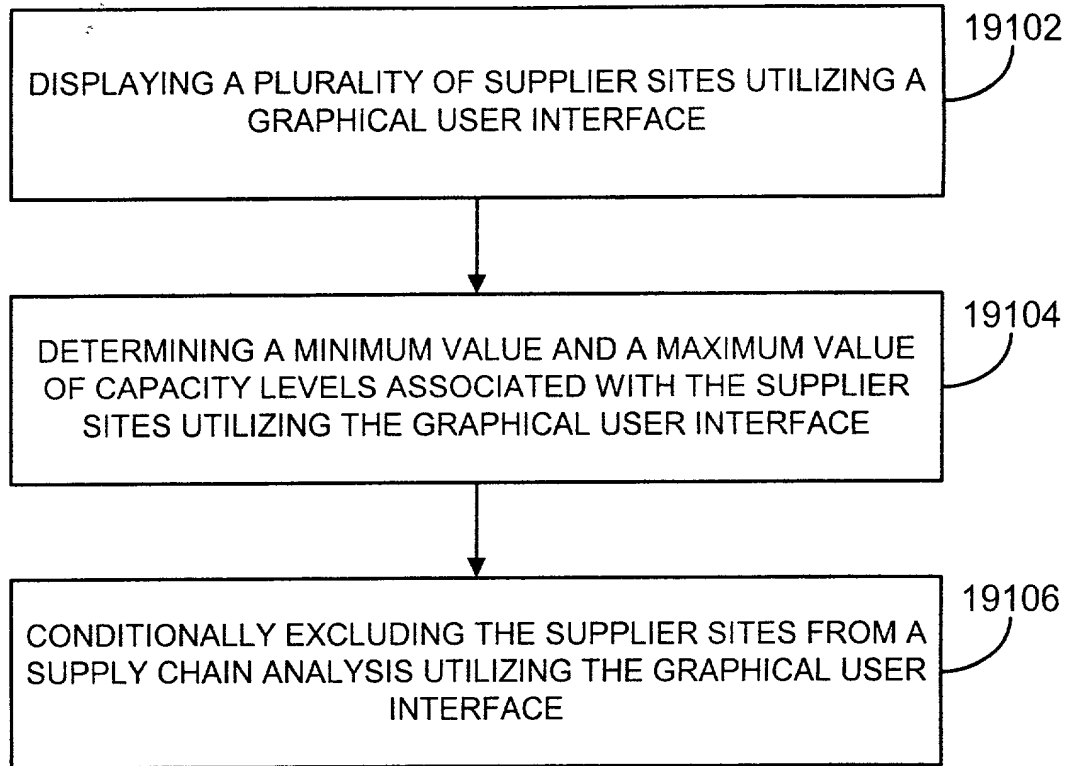


FIG. 191

19200

| Supplier | # | Volume | |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES | 0 | | |
| INTERNATIONAL DIVERSEFOODS | 0 | | |
| SUPERIOR COFFEE & FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8 4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9 2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1 0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1 0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1 0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8 9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8 8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9 5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9 4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9 1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9 0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9 5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9 4800 | 1 | |

FIG. 194

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC.-PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0 3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0 3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0 3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0 4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0 3950 | 0 | 0 |

FIG. 195

19500

19600

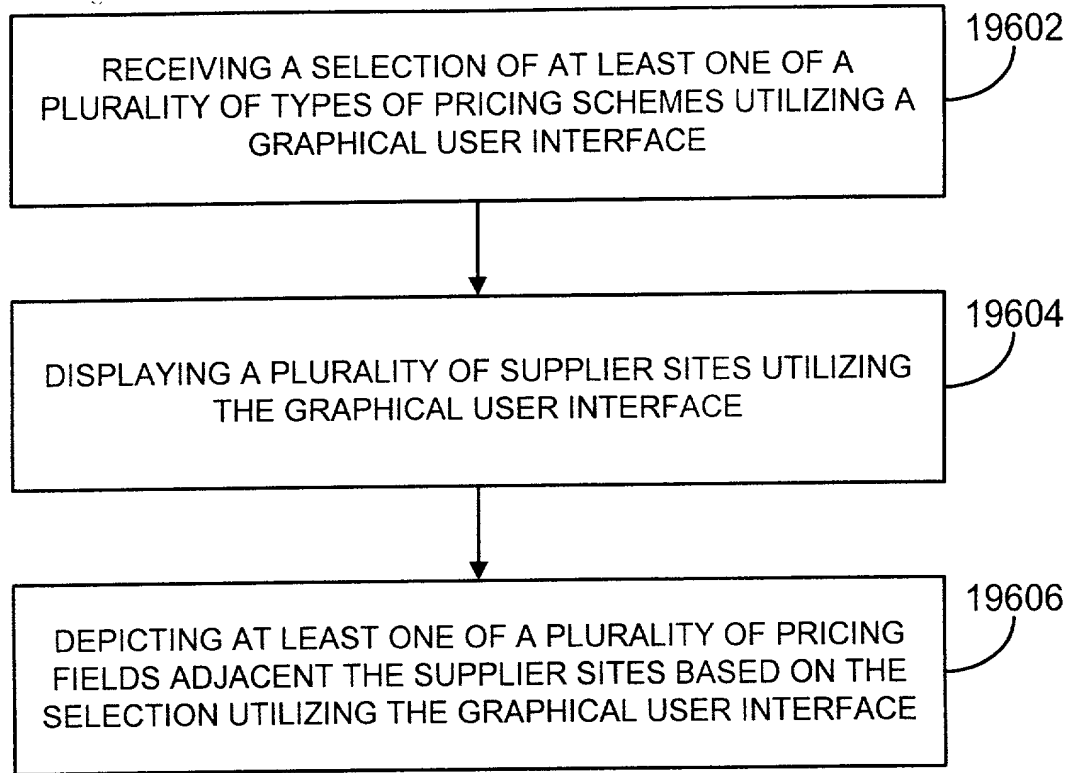


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | .0 00 | |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

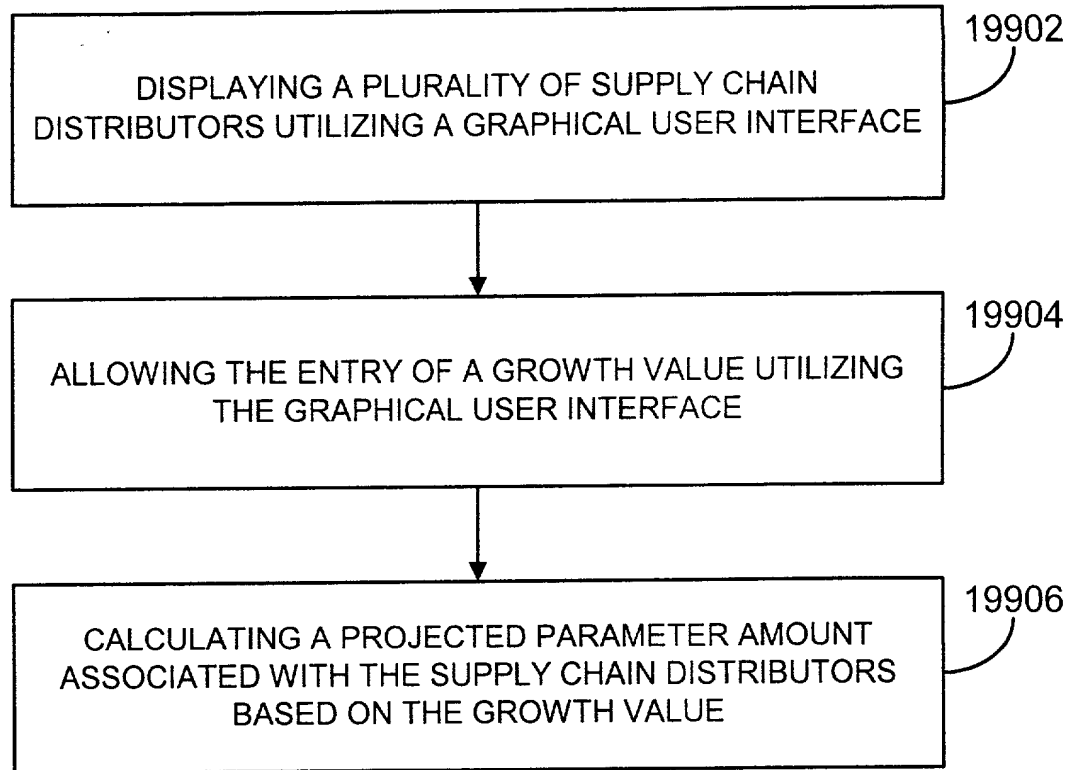


FIG. 199

20000

| Supplier FOB | | Address | | |
|-------------------------------------|------------------------------|--|---------------|--------|
| CAVENDISH FARMS | | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID | 83211 |
| Distribution Center | Lane Restriction | | Honor TL Rate | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | ┌ | |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | ┌ | |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | ┌ | |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | ┌ | |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | ┌ | |

20002

FIG. 200

20100

| Supplier FOB | | Address | | |
|-------------------------------------|---|--|----|--------|
| CAVENDISH FARMS | | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID | 83211 |
| Distribution Center | Lane Restriction | | | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded | | |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded | | |

FIG. 201

20200


| Invalid Selection | |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/> | |

FIG. 202

20300

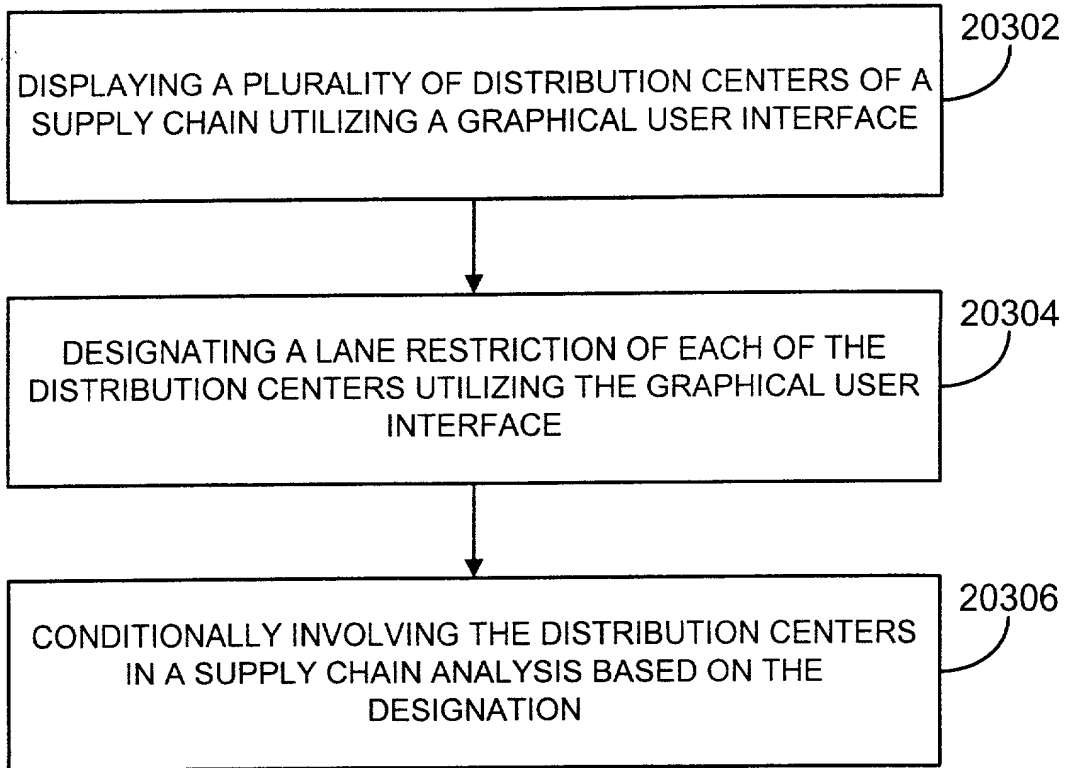


FIG. 203

20400

| Supplier FOB | | Address | | |
|-------------------------------------|-------------------|---------------|--------|---|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | ↑ |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB-WESTON, INC. AMERICAN FALLS ID | American Falls | ID | 63211 | ↓ |
| Distribution Center | Truckload Freight | Lane Distance | | |
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | | | ↑ |
| AMERISERVEPOST-DENVER | 1,277 | | | |
| AMERISERVEPOST-SALT LAKE, UT | 691 | | | ↓ |

FIG. 204

20500

| Supplier FOB | | Address | | | |
|-------------------------------|--------------|---------|-------|--|--|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 | | |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 | | |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 | | |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + | ↑ |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|---|
| PS-ATLANTA | 15,000 | | | | | 1 10 | | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1 20 | | |

FIG. 205

20600

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20602

RECEIVING A TRUCKLOAD FREIGHT VALUE IN AN INPUT
FIELD OF THE GRAPHICAL USER INTERFACE

20604

CONVERTING THE TRUCKLOAD FREIGHT VALUE

20606

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
CONVERTED TRUCKLOAD FREIGHT VALUE

20608

FIG. 206

20700

| Analysis Region | Force FOB |
|-------------------------------|---|
| MCCABE-PORTLAND/NW-ANCHORAGE | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| Distribution Center Name | Site Role |
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point |

FIG. 207

20800

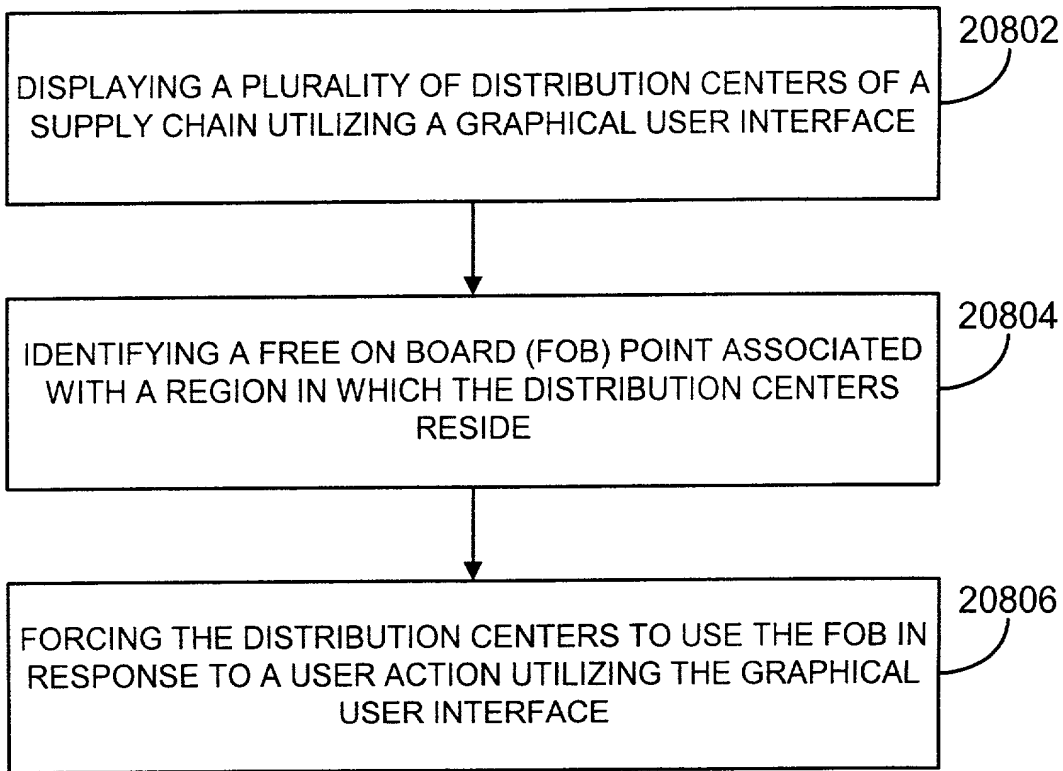


FIG. 208

20900

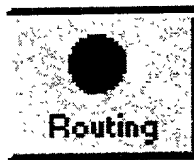


FIG. 209

21000

| Report Selection | | Report Name: |
|----------------------|-------------------------|---|
| Report Type: | Optimal Product Routing | Freight Information Provided |
| Report Parameters | | Freight Information Provided |
| Supplier: | (All) | LTL Routing Grid By Lane |
| Supplier FOB: | (All) | Routing Results By Lane |
| Distribution Center: | (All) | Routing Results By Lane, Item |
| Version: | Base Version | Routing Results w/ RDC Breakout By Lane |
| | | Routing Results w/ RDC Breakout By Lane, Item |
| | | TL Freight Variance Analysis |

FIG. 210

21100

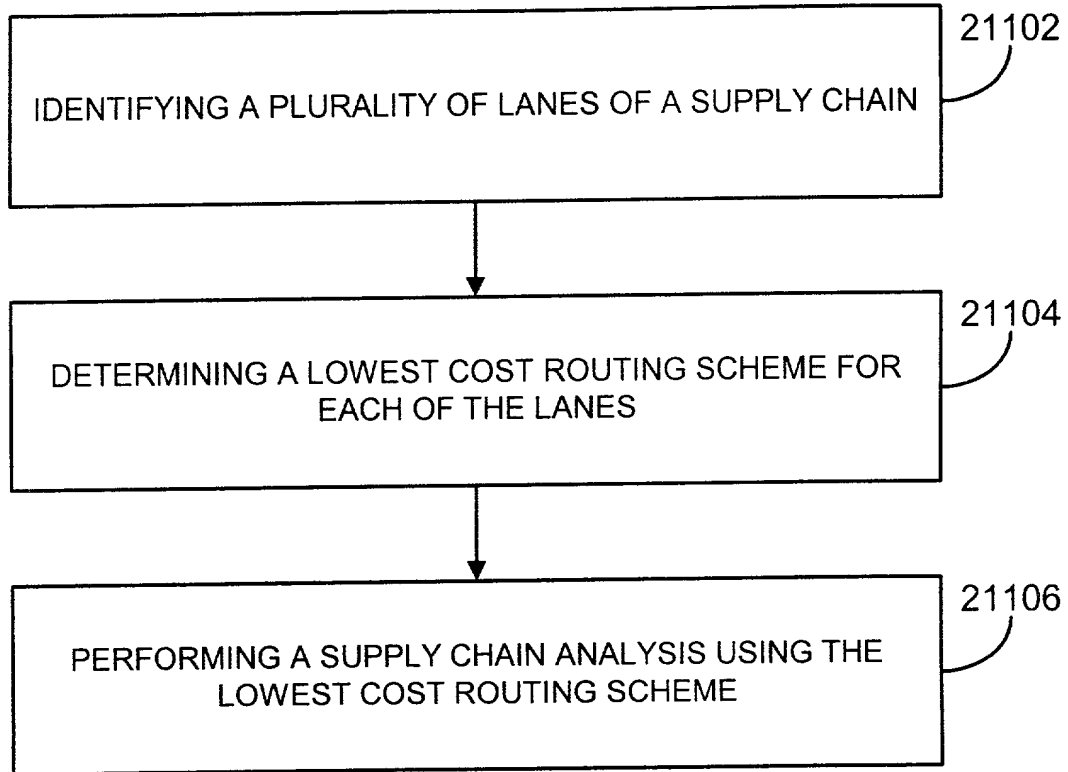


FIG. 211

21200

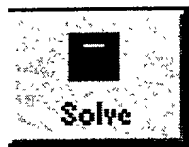


FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | |
| | New Capacity & Prices |

FIG. 213

21400



| |
|---------------------------------------|
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Freight |
| Awarded Volume by Item - Summary |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix |
| Lane Weighted Average Delivered Cost |

FIG. 214

21500



| |
|--|
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |
| Invoice FOB Detail Comparison (with conversion) |
| Invoice FOB Savings Comparison (no conversion) |
| Invoice FOB Savings Comparison (with conversion) |

FIG. 215

21600



| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700



| |
|---|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

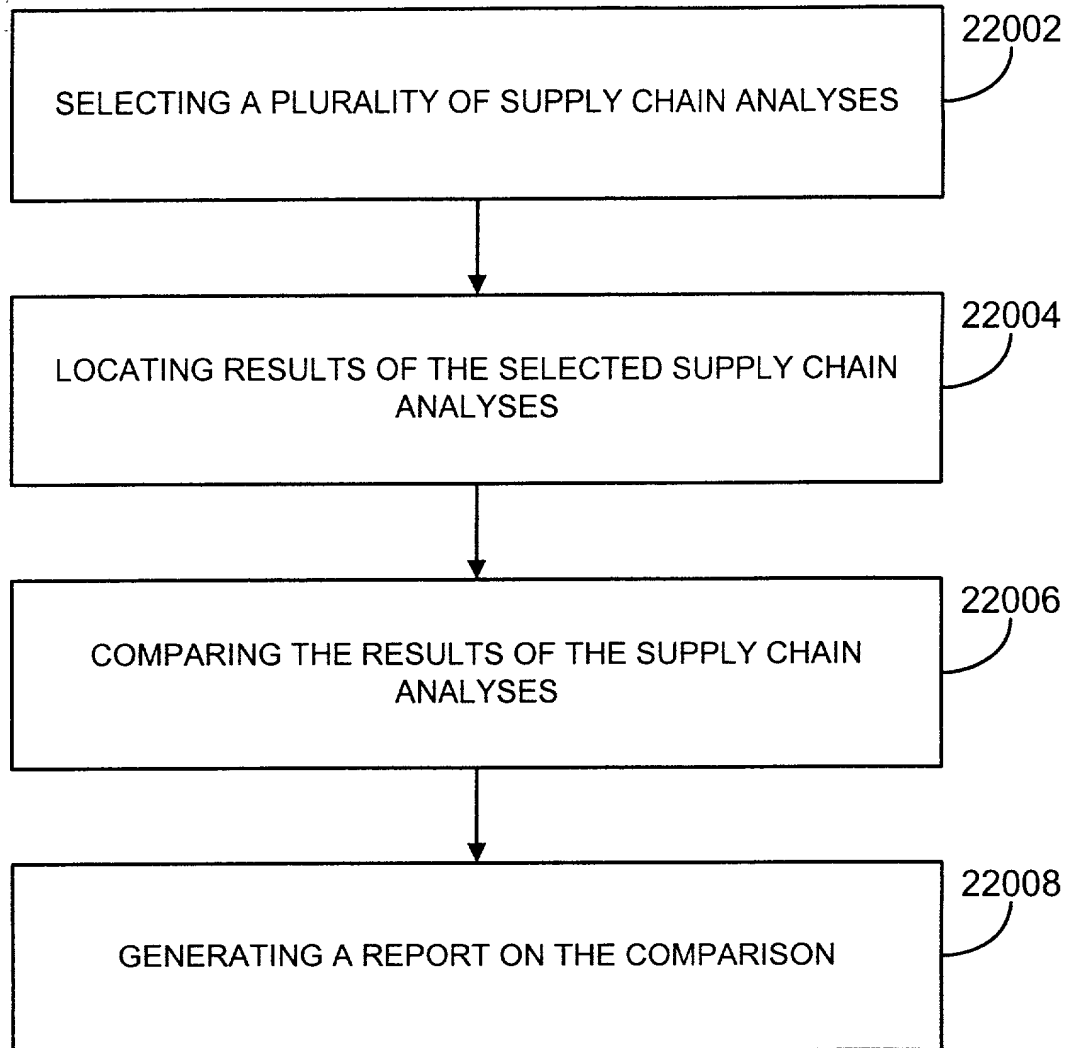


FIG. 220

22100

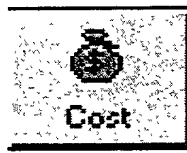


FIG. 221

22200

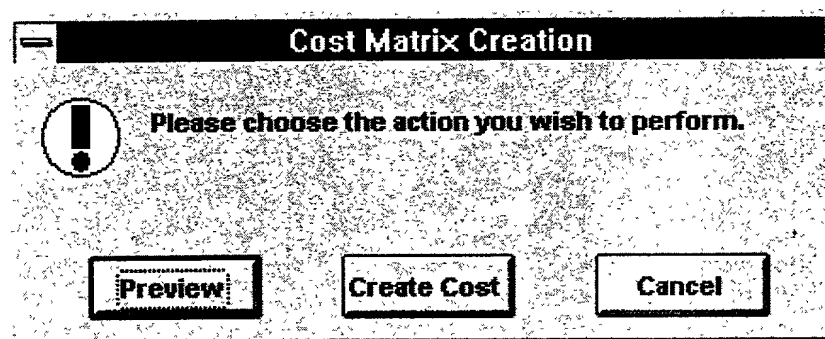


FIG. 222

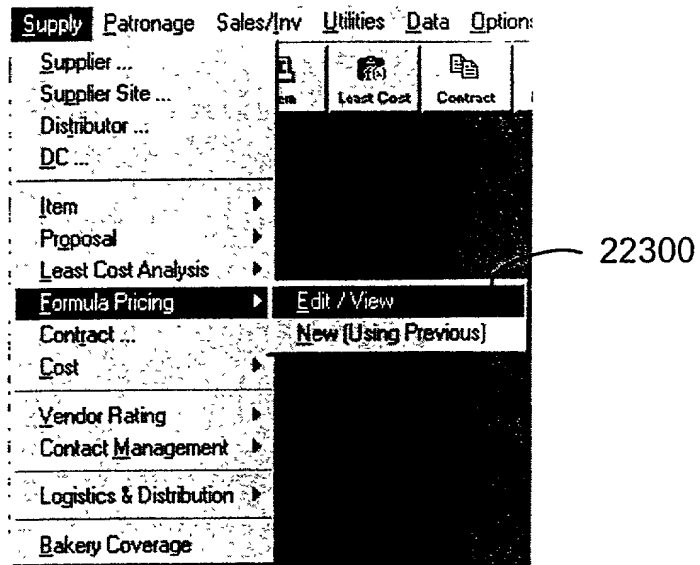


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | |
| Date | FRSH DOM 50% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 88% LEAN | FRSH DOM 85% LEAN | FRSH DOM 98% LEAN BL | FRSH DOM 90% LEAN | FRSH DOM 98% LEAN YW | FRZN DOM 98% LEAN BL | IMP AUS 98% LEAN | Lean Fine Tdr Beef |
| 3/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8800 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0850 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

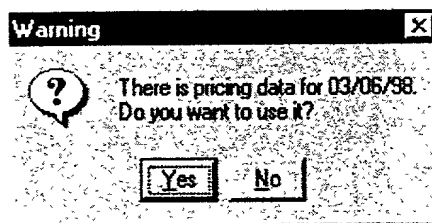


FIG. 226

22700

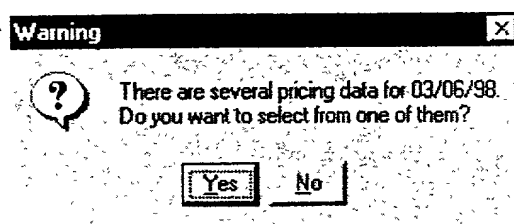


FIG. 227

22800

| Formula Pricing Selection | | |
|---------------------------|------------|----------------------|
| Pricing ID | Calc. Date | Description |
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

| Formula Pricing - BEEF - 77% - 04/06/98 | |
|---|---|
| General Info | Pricing Freight Formulas Block Cost Adjustments |
| Supplier FOB | Address |
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |
| Material Type | Freight Amt |
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | | | |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info | | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | | | | | | |
| Formula | FD65TR | | FD65TR | | FD73TC | | FD88LC | | FD85LN | | FD90LC | | UMAH98 | | LFTB | | Total |
| | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3548 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0958 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHL-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4675 | 0.5185 | 0.1000 | 0.0988 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|---|-------------------|---------|------------|----------|------------|-------------|
| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | Y |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | Y |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | Y |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | Y |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | Y |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | Y |
| WHL-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | Y |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | Y |

FIG. 231

23200

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|--|----------|-----------------|-----------|--------|-------------|----------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | |
| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |
| Amount | | Adjustment Desc | | | | |
| 0.1500 | | Upcharge | | | | |

FIG. 232

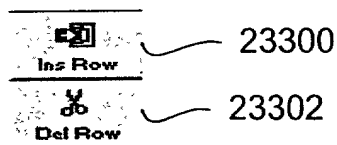


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|--------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235

| Supply | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|-----------|-----------|-----------|--------|-----|
| Supplier ... | | | | | |
| Supplier Site ... | | | | | |
| Distributor ... | | | | | |
| DC ... | | | | | |
| Item | | | | | |
| Proposal | | | | | |
| Least Cost Analysis | | | | | |
| Formula Pricing | | | | | |
| Contract | | | | | |
| Cost | | | | | |
| Vendor Rating | | | | | |
| Contact Management | | | | | |
| Logistics & Distribution | | | | | |
| Bakery Coverage | | | | | |

23600

FIG. 236